

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 15, 1897.

Number 743

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

# OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

WHY NOT TRY THEM NOW?

# S.C.W.

50 CIGARS  
SOLD BY ALL JOBBERS.

G. J. JOHNSON CIGAR CO., Mfrs.,  
GRAND RAPIDS, MICH.

## THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.

CHRISTMAS

We have  
a full line of

CHRISTMAS

Goods in demand at this Season.

GRENABLE WALNUTS	CLUSTER RAISINS
CALIFORNIA WALNUTS	LONDON LAYER RAISINS
SICILY FILBERTS	ONDURA LAYER RAISINS
TEXAS PECANS	LOOSE MUSCATELES RAISINS
BRAZIL NUTS	SEEDLESS SULTANA RAISINS
CITRON PEEL	SEEDED CALIFORNIA RAISINS
LEMON PEEL	ORANGES
ORANGE PEEL	LEMONS

Musselman Grocer Co.,

CHRISTMAS

WHOLESALE GROCERS,  
Grand Rapids, Mich.

CHRISTMAS

Save your yeast labels and tin-foil wrappers

## FREE! SILVERWARE! FREE!

These goods are extra-plated, of handsome design and are made by one of the largest manufacturers in the United States and will wear five years. 25 of Our Yellow Labels, attached to original tin-foil wrappers, will procure one Silver Plated Teaspoon, and 50 of same will procure one of either, Table Spoon, Fork, Butter Knife or Sugar Spoon. For 75 you will receive one Silver Plated Steel Table Knife, and for 10 a handsome Aluminum Thimble is given.

Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

## STUDLEY & BARCLAY

MACKINTOSHES,  
CANDEE RUBBER  
BOOTS AND SHOES,  
BELTING AND MILL  
SUPPLIES.



4 Monroe St.,

Grand Rapids.

I. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

## The Michigan Mercantile Agency

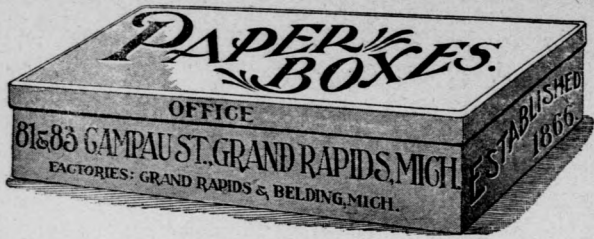
Special Reports.

Law and Collections.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102 Majestic Building, Detroit, Mich.

Personal service given all claims. Judgments obtained without expense to subscribers.



GRAND  
RAPIDS  
PAPER  
BOX  
CO.



There are Others

But none as good as

**Walsh-De Roo Flour**

Unequaled for whiteness, purity and strength.

BRANDS

SUNLIGHT DAISY	PURITY VIENNA	MORNING STAR ELECTRIC	MICHIGAN DIAMOND
-------------------	------------------	--------------------------	---------------------

We manufacture and sell everything in the line of Flour, Feed and Cereal Foods. Inquiries invited.

The Walsh-De Roo Milling Co., Holland, Mich.

## Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



A MODEL CREAMERY OF THE TRUE SYSTEM

**True Dairy Supply Company,**

303 to 309 Lock Street,

Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.



Fallis' Pancake Flour

Fallis' Self-Rising Buckwheat

20 5 lb. sacks to a case. \$3.50

FALLIS & CO., Toledo, O.

WM. R. TOMPKINS, Agent, Detroit, Mich.

This strictly pure High Grade Powder I have reduced to retail at the following very low prices:  
4 oz. 10c; 9 oz. 15c; 1 lb. 25c.  
Guaranteed to comply with Pure Food Law in every respect.

O. A. TURNEY, Manufacturer,  
Detroit, Mich.

## Season Opened

Grocers who sell Oysters or Oyster Crackers should handle . . . .

## Sears' Saltine Wafers

They are the finest Oyster Crackers made. Are light, slightly salted or plain. Cut square.



Show them up and they will sell themselves. Made only by . . .

**THE NEW YORK BISCUIT COMPANY,**  
GRAND RAPIDS.



## Manitowoc Lakeside Peas

Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

**THE ALBERT LANDRETH CO., Manitowoc, Wis.**

Worden Grocer Co., Wholesale Agents.



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 15, 1897.

Number 743

OLDEST, most reliable wholesale clothing manufacturers in Rochester, N. Y., are

## KOLB & SON

Our Spring Line ready—Winter Line still complete. Best \$5.50 all wool Kersey Overcoat, and best \$5.50 Ulster in market. See balance of our Fall Line, and our entire Spring Line. Write our Michigan Agent, WILLIAM CONNOR, Box 346, Marshall, Mich. to call on you, or meet him at Sweet's Hotel, Grand Rapids, December 22 and 23. Customers' expenses allowed.

## If You Hire Help

You should use our

### Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names and sell for 75 cents to \$2. Send for sample leaf.

**BARLOW BROS.,**  
GRAND RAPIDS, MICH.

## The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN BANKERS**

Maintains a Guarantee Fund.  
Write for details.

Home Office, Moffat Bldg.,  
DETROIT, MICH.

FRANK E. ROBSON, PRES.  
TRUMAN B. GOODSPEED, SEC'Y.

## THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.  
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

## COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

L. J. STEVENSON, Manager,  
R. J. CLELAND, Attorney,  
411-412-413 Widdicomb Building,  
Grand Rapids, Mich.

## Fancy Calendars

The Tradesman Company has a large line of Fancy Calendars for 1898, to which it invites the inspection of the trade. The Company is also equipped to prepare and execute anything in the line of specially designed calendars, either engraved or printed.

### The Grocery Market.

**Sugar**—Refiners are oversold on soft sugars, and stocks of granulated are hardly up to the average at this season of the year. The raw market is strong. The ruling of the Secretary of the Treasury on an increased duty on Holland sugars has strengthened the market in raws to some extent. It now looks as though any advance in raws would be followed by an advance in refined. The stocks of sugar in retailers' hands through the country are found to be very light.

**Tea**—Prices are still very firm, with absolutely no chance of securing concessions on anything desirable. The trade are eager and anxious to buy if they can secure shaded prices, but these as yet have not been forthcoming. As a rule, in December the trade expect a shading of prices by about 1c per pound, but this year the conditions are changed. Considerable activity is expected in tea after the first of the year, with higher prices on nearly everything.

**Coffee**—The demand on package goods is stimulated by the extraordinary offers now being made by the package houses in their war on each other. This is having an effect to cut down the demand for bulks. Reports from the East show a firmer market in Brazil, and a better disposition on the part of importers to buy at full prices. Importers think the bottom of the market has been reached, and that coffees at present values are good property. Within the next two months an advance in the market is expected.

**Dried Fruits**—No change in any line is reported in this market this week. Prices on Persian dates are low this year and the market is unsettled. In years past there has always been great competition by importers as to which should get a direct shipment of Persian dates to this market first, but this season there were no direct shipments. A considerable stock has been carried over in cold storage. New stock is now in market and is of good quality. The pack of London layer and cluster California raisins is reported to have been unusually small this year. The demand is active with a tendency to push the market up. A good many rain-damaged raisins are reported to have gone East from the Coast, causing not a little trouble between seller and buyer on arrival at Eastern points. For strictly first-class goods the market is reported firm on the Coast, but on all other, the market is easy.

**Canned Goods**—There has been a better demand for tomatoes, which rule at firm, but unchanged, prices. An advance in these goods is still expected, but to what extent remains to be seen. It would not be particularly surprising if the market were to remain just about steady. Corn is very quiet, with practically no demand and unchanged, but firm prices. Peas are dead, except for an occasional order. The market rules at unchanged prices. Not much is doing in peaches, on which prices are unchanged.

**Molasses**—Molasses is in good demand. The trade in pure goods is far ahead of last years. No change in price has occurred, and none is expected unless the demand should decrease or the supply increase, neither of which contingencies seems likely.

**Fish**—John Pew & Son (Gloucester) write the Tradesman as follows: The Grand Bank codfish fleet have all arrived from their second fares and the total catch this year amounts to about 100,000 qtls., compared with 150,000 qtls. last year—a reduction of 50,000 qtls., which we think will be noticed a few months hence more than now. The price of Bank codfish, although some higher than a year ago, is still at a low figure. Georges codfish are in lighter stock and will rule high for some time to come; in fact, the market is scantily supplied with these choice fish all through the year. There is a firm feeling in mackerel and some grades are a shade higher in price. The American catch was exceedingly light, unaccountably so. No one in the business can give a reason for it, but we are not prepared to say, "There are no mackerel of any account in our waters," or, "The mackerel fishery is a thing of the past." The dearth has now continued twelve years, and nothing like it has occurred in this branch of fishery since the beginning of its activity in 1819, except the period of from 1839 to and closing with 1844, an interval of six years, when the Massachusetts catch averaged yearly for that period 67,780 bbls. No one in the business at that time could account for the decrease. The Massachusetts catch of 1844 amounted to only 86,381 barrels, while that of the next year, 1845, ran up to 202,302 barrels, an increase of 116,000 barrels. Judging somewhat from the past, we are not willing to admit that the mackerel fishery is a matter of the past, but expect a larger and more satisfactory catch for 1898. Scaled herring are low in price and are likely to advance any day.

### The Milk in the Cocoanut.

A correspondent of the New England Grocer writes that journal as follows relative to a concern which has been frequently exposed by the Tradesman: Some time ago two well-appearing, glib-talking articles came to the store and presented the good qualities of the Comstock Law and Collection Agency. Their talk sounded good, scheme seemed all right, and we bit; happened to be in a little hurry and perhaps did not pay so much attention to form of contract which they read for us as we should have; told them to "fill 'er out," and we signed without studying what they gave us, (foolish, but we've all been there). Sent in our list of dead-wood and received reply that same could not be handled until our note was paid. We looked up duplicate contract which they gave us, and sure enough we had our signature on a very clearly-worded promissory note. We did not reply, but shortly received a demand to settle. We didn't settle. Not long after a local lawyer informed us that he had a note of ours given to the C. L. and C. Agency, and wanted to settle. We said, "Nit," and heard nothing more for more than a week, when

we received word from headquarters at Oswego that they had not requested their local attorney to proceed against us on first presentation, but if we persisted in refusing to pay they would instruct him differently. Thereupon we again read note—read certain things and promises that we made, agreeing to perform certain duties that we, upon due reflection, considered impossible; got mad; called on lawyer and told him to extend our compliments to his clients and say we would not pay, and asked him his opinion of note. We then wrote to C. L. and C. Agency extending them a very pressing and cordial invitation to enter the legal arena, and promised them most faithfully to give them free of charge ten times the amount of the note in advertising. They evidently did not appreciate our good intentions, for we heard nothing from them, and we recommend our plan to any grocer similarly situated.

The agreement which the merchant signs when he becomes a subscriber to the agency is one of the most cleverly-conceived documents ever devised, inasmuch as it becomes a straight promissory note if the conditions of the agreement are not fulfilled. The form is as follows:

For value received, I promise to pay to the order of The Comstock Law and Collection Agency twenty dollars, at their office in Oswego, N. Y., on the following conditions: I agree to send to said Agency within twenty days from this date the names, correct postoffice addresses and amounts due from at least thirty debtors living in this State who legally owe me accounts or notes amounting in the aggregate to at least one hundred and fifty dollars, and to send at intervals not exceeding twenty days, to said Agency the names of all said debtors who do not pay, until all of said Agency's letter forms, which are five, shall have been sent to each delinquent debtor.

I also agree to send two two-cent stamps with each name in each list at each time.

The first moneys received on said claim up to said sum of twenty dollars I agree to send within ten days after their receipt, to said Agency, by check, draft on New York, postoffice or express order.

Should I fail to send said list and postage stamps every twenty days as above agreed, I agree to pay to said Agency said sum of twenty dollars within ten days after default.

In consideration of the above agreement, the said Agency agrees to furnish, upon request, a sufficient number of blanks for the purpose of sending the names of said debtors, and to send its letter forms in proper order to each debtor named in each list.

No solicitor in the employ of the Comstock Law and Collection Agency has authority to change the terms of this agreement.

Any merchant who would put his name to such a one-sided agreement ought to pocket his loss without a murmur.

### The Magnanimity of Organized Labor.

A dispatch from Brazil, Ind., under date of Dec. 7, is as follows.

The 250 employes of the Crawford Coal Co. quit this morning because they discovered a non-union man at work and also four union men who had not paid their dues. General Manager Fisher refused to discharge the men complained of and all quit.

## Dry Goods

### The Show Window as a Factor in Retail Business.

Written for the TRADESMAN.

As the eye is essential to the welfare of man, so the window is essential to the welfare of the business house. Observation has taught me, in my travels through different places, and especially in small towns, that the show window is too often sadly neglected. Through false economy of a few dollars in the construction of stores, windows are oftentimes put in which are partially, if not altogether, useless to the merchant in the display of goods. Cheap glass, small panes so they will not be easily broken—and, if broken, cheaply replaced—is the cry; and, without a moment's consideration but for the present cost, windows are placed that give the store a cheap, dreary, cold and gloomy look, resembling a prison with its barred windows and cheerless appearance, repelling to the would-be purchaser. Beware of small cut-up show windows, as they will bring you many hours of regret and remorse and lose for you many dollars in the course of your business career.

Many have good windows but sadly neglect their care. Nothing so lowers the estimation of a merchant as to find his windows grimy and dirty and tattooed with numberless flyspecks, and nothing is so apt to cause a purchaser to think twice before he ventures into such a place. By all means keep your windows clean, and so avoid being classed as a careless and indifferent fellow.

Next in order is the dressing of the show window, which, if properly done and cared for, is one of the many stepping stones to success in a retail business. There is nothing that attracts attention like a tasty, showy window, and nothing that so invites disfavor as a window used as a sort of catch-all or waste basket, or where the windows are washed once a year and the goods arranged in any shape and left there until the dust is so thick it can be shoveled up. How can such a man expect to have the trade of decent and respectable people, coming from neat and clean apartments, when at the very door you meet them with such a sight? It is truly said that "Cleanliness is next to Godliness;" and I think we may add, from a business point of view, that "Cleanliness is next to the people's pocketbook." Nothing will drive a man to the wall quicker than dirt and carelessness, with the credit system considered, as the two generally go hand in hand.

Many, for the fear of a few cents' expense, do not fix up their windows and let them help them do the talking, as they think, "Well, there is no use of going to that expense, as it will do no good; if they want anything they know me well enough to come in and get it." This is a mistake, my friend, as your windows, if properly cared for, will talk louder, better and to greater advantage than the best man you can place behind the counter.

Many business men think that, by using printer's ink in great profusion, they are doing all that is required to boom their business and, as a consequence, all else is neglected because of this unreasonable conclusion. The successful advertiser is the man who says the right thing at the right time and in the right way, and follows it up by doing all in his power to bring about the

desired results. The successful advertiser, in a retail business, is the one who not only uses printer's ink, but follows it up by a handsomely-dressed window, for through his advertisement he tells about goods, in his window he shows them and behind his counter he sells them, each being equally important to his success. The window as an advertising medium reaches those who never for a moment glance at an advertisement, but whose eye is caught by something neat or attractive. They mention it to others, whose curiosity is aroused to see it. Something suits them, they go in and buy it, and many sales are the result.

When you place anything in the window, don't think it must remain there forever, as success in this line lies in continually changing—putting something new in place of the old, that you may catch the same observer the second time.

Another good practice often neglected is the affixing of prices to the goods displayed. True, cost is not an object to some people if they see what suits their fancy; but to one you find this way fifty will go a block to save a penny, and the price attached gives them confidence to go in if they have but a limited amount of money.

"Well," I hear some of you say, "that is all well enough for a city store, but it won't help me any." A mistake for you to think so. The smallest town needs this care as well as the largest city. Show the people what you have in neat and attractive window displays and you will keep at home many of those that rush to the city to do their trading, and thereby make for yourself many a dollar. Spend a little money along this line and you will be amply repaid, and will find it true in every instance that a neat and showy window gives gaiety and cheerfulness to your surroundings, gives confidence to your customers and beckons to the passer-by to come in. H. D. GLENN.

### Uncle Sam Will Hereafter Demand Actual Weights.

A circular which is of vital importance to local cigar and tobacco manufacturers has been received at the Internal Revenue office. It is the duty of the Collector to annually receive from the factory owners an inventory of the stock they have on hand at the end of the year. The annual report of the office is made up from these abstracts. Much trouble has been experienced in getting correct inventories, for the reason that many of the manufacturers simply estimate the stock they have on hand instead of actually weighing the same, as the law requires. As a result of this neglect many manufacturers are annually obliged to pay fines for deficiency in their product.

Under the new ruling it is made the duty of the Collector or his deputies to make a personal examination of the stock of manufacturers in order to determine the correctness of the inventory. The Commissioner of Internal Revenue insists that, as the inventories are an important element in making up the Collector's reports, actual instead of estimated weights of stock and numbers should be given in all cases. Collectors are enjoined to see that inventories are made promptly and correctly.

A Montreal banker says that there is an uncommonly large amount of money on deposit in the leading banks of Canada, the last government statement showing it to be \$215,000,000. The deposits, too, he says, are constantly on the gain and it is "a matter extremely difficult to explain."

### The Dry Goods Market.

Staple Cottons—Brown sheetings and drills are without material change in conditions and sales are reported as quite light and without any steadiness whatever. Some enquiries are reported at prices below regular quotations, and these are promptly refused by holders, who feel that the market is strengthening, and that better prices will rule ere long.

Colored Cottons—There is as much of a demand as might reasonably be expected for the season for plaids, checks, stripes and chevots, and they are selling better than they were last week. Prices on these lines remain unchanged at present writing, and from all indications, we should say that it would be unwise to predict much lower quotations in the near future.

Prints and Gingham—There is a good demand for fancy dress gingham, zephyrs, seersuckers, Madras cloth and similar fabrics in plaids, stripes, checks and similar effects. These are looked upon as the most promising lines for spring wear and will undoubtedly be bought up as fast as buyers can pick them out.

Hosiery—The great demand still continues for fancies, and in the fancies, plaids stand by long odds first. While this demand is large, stocks are very small, and prices consequently are strong in every place. Everything points to a continuance of business in these lines, and with but little prospect of change in the style demand.

Carpets—The men are on the road representing both the jobbers and manufacturers, and some have already booked moderate orders for ingrains, tapestries and other pile carpets. The weavers who have placed orders weeks previous-

ly for yarn are now in a position to accept orders understandingly. They are first of all anxious to obtain orders to run their looms, even at 50c per yard, and while some are holding for 52½c, most of the early orders will be placed at the old price, as the pile fabric which will not be advanced until Jan. 15 by some of the largest mills will tend to attract the initial orders to tapestries.

Upholstery—The salesmen are now out on the road showing the new sample pieces, and while moderate orders have already been placed, the trade has not fairly opened as yet. This season bids fair to see more draping of doors and windows than formerly. French methods are becoming more popular all the time, as compared with the German. The heavy full length curtain is obliged to give place to the festoons caught in the open grille work.

### Ode to the Owing.

You may talk about the tariff, and protection, and free trade,  
And party parades for oppressing human ills,  
And "improving trade conditions," and the boom  
That wheat has made,  
But the way to stir up business is to pay your little bills.

If you owe the grocer twenty, and he owes the butcher ten,  
And five more to the coal man, and to the ice man five,  
Your payment of the twenty helps along three business men,  
And the payments they can make in turn make other people thrive.

Idle money in your pocket doesn't do you any good;  
Unless your bills are all paid up in full it isn't yours.  
Just pay up all you're able, as you wish that others would;  
That's the recipe for hard times that invariably cures.

If you pay what you owe others, others still can then pay you;  
It's the circulating dollar that the pulse of business thrills.  
So set your money working, and then watch what it will do,  
For the way to stir up business is to pay your little bills.

WILLIAM H. HILLS.

# TOYS



Look us over before you buy. If you are too busy to call, drop a line stating amount to invest and we will make up an assortment to suit you.

## VOIGT, HERPOLSHEIMER & CO.,

IMPORTERS AND JOBBERS, GRAND RAPIDS, MICH.

300 pieces of best standard

Print to close out before inventory at 4c per yard.

Order at once.

**P. Steketee & Sons,**  
Grand Rapids.

## Commercial Travelers

### SUCCESSFUL SALESMEN.

J. N. Bradford, Representing the Olney & Judson Grocer Co.

James N. Bradford was born at Stony Creek, Oakland county, this State, Nov. 23, 1844, and shortly afterward removed with his parents to Orion, in the same county. There he remained until 7 years of age, when his parents removed to Grand Rapids, where they lived six years, removing to Ravenna to run a hotel and work a new farm. Brad. worked on the farm summers and attended the district school winters until August 11, 1862, when he enlisted as a private in the twenty-sixth Michigan Volunteers, following the fortunes of his regiment until the close of the war. He then returned to Muskegon and, for the next three years, followed the lakes summers and worked in the lumber woods winters. In 1869, he entered into partnership with his brother, L. C. Bradford, under the firm name of Bradford Bros., and carried on a general mercantile business at Ravenna, buying out his brother's interest in 1870 and removing the stock to Muskegon, where he re-engaged in business on Pine street. In 1872 he formed a copartnership with D. G. Carpenter, which continued until 1873, when they launched out in the lumber business, Brad. selling out his interest shortly afterward to Thomas and Uriah Culbert. He then entered the employ of Wm. Martin, at that time proprietor of the Muskegon City Mills, where he remained three years, serving as clerk, book-keeper and general hand. He then removed to Fremont Center, where he managed a general store for Mr. Martin two years, under the firm name of J. N. Bradford & Co., Agents, at the expiration of which time the stock was removed to Muskegon. Brad. then entered into partnership with Peter Neil, engaging in the grocery business, disposing of his interest the following spring and heading toward the silver mines of Colorado, where he arrived in June, 1879, spending several months roaming around among the different mining camps. His next move was to engage in the tobacco and cigar business, at Denver, selling out shortly afterward, to travel through Kansas and Missouri. He landed at Grand Rapids, Oct. 4, 1879, and immediately entered the employ of Arthur Meigs & Co., then doing business on Pearl street. At that time the firm was buying hay and grain in Indiana and selling them to the Northern trade, and Brad. was dispatched to the Hoosier State to do the buying. His first move involved the firm in a lawsuit, one man refusing to carry out his contract, although afterward compelled to pay \$517 and costs and recognize the fact that the contract was binding. Jan. 1, 1880, Brad. returned to the house and occupied successively the positions of shipping clerk, billing clerk and salesman, taking a trip every two weeks to Muskegon and the other towns on the Big Rapids branch. The next spring he was given the trade on the G. R. & I. as far north as Tustin, the F. & P. M., and east on the D., G. H. & M. His route was afterward changed so as to include all town on the C. & W. M. north, but retain the territory on the D., G. H. & M. east. March 1, 1886, he transferred his allegiance to Olney, Shields & Co., his territory comprising the G. R. & I. north, the C. & W. M.

north, the F. & P. M. west of Reed City and the Ann Arbor from Cadillac to Frankfort. Nine years ago, on the organization of the Olney & Judson Grocer Co., he became a stockholder and two years ago he was elected a director in the corporation.

On the twenty-third anniversary of his birth, Mr. Bradford was married to Miss Rosa Sperry, of Ravenna, who died of consumption seven weeks after their marriage. May 7, 1870, Mr. Bradford married Miss Ella A. Routson, of Ravenna, who has borne him four children—three boys and one girl. The oldest son, Ray, was accidentally shot while hunting, eight years ago, when 15 years of age. Another son, Frank, died of diphtheria at 2½ years of age. The remaining son, James R., now 17 years of age, is attending the high school and pursuing the scientific course. Ethel, the only daughter, has finished her studies at the high school and has also taken a commercial course



at the Grand Rapids Business College. The family reside in their own home at 102 James street.

Mr. Bradford is a member of the Park Congregational church, of which his family are also communicants. He is identified with three branches of Masonry—Valley City Lodge, No. 86, Grand Rapids Chapter, No. 7, and Tyre Council, No. 10. He is a member of Imperial Lodge, Knights of Pythias; Custer Post, G. A. R.; Knights of Honor; Michigan Commercial Travelers' Mutual Accident Association, in which he is also a director; the Michigan Knights of the Grip, in which organization he has always taken an active interest, having served the local Post in the capacity of Chairman and taken part in nearly every convention ever held by the Association. Until this year he has been content to march in the ranks, but on the death of Secretary Slaght, he determined to enter the field for the Secretaryship, in which ambition he has been encouraged by his friends, his local Post having accorded him the unanimous endorsement of its members. Mr. Bradford is in every way qualified to discharge the difficult duties devolving upon the office, and in case he is elected, he will give the organization a clean and economical administration.

Mr. Bradford's chief strength as a salesman lies in his ability to make friends and hold them. He is a thorough groceryman, understanding his line and

taking pains to post himself on the changes and other points bearing on the business. He is, moreover, a careful salesman, being a good judge of character, so that he is able to determine the responsibility of his trade. He is an exceptionally successful collector, making comparatively few losses and seldom involving himself or his house in misunderstandings of any kind. Proud of his record and satisfied with his success, he has every reason to regard his future with complacency.

### Annual Meeting of Post C.

Detroit, Dec. 13—At the regular meeting of Post C, Michigan Knights of the Grip, held last Saturday evening, the following business was transacted:

After approving the minutes and some very interesting communications were read and passed upon, F. S. Harris applied for membership in the Post and was accepted.

Election of officers for the ensuing year resulted as follows:

Chairman—P. T. Walsh.  
Vice-Chairman—S. B. Rosenfield.  
Secretary and Treasurer—H. Y. Kinyon.

Sergeant-at-Arms—George Gorman.  
Alleviator—John McLean.  
Executive Board—E. C. Stone, W. C. Atchison, G. S. Valmore, A. M. Watson, C. W. Allen.

After the election of officers, there were several long-winded debates as to which was the better jolly for railroads—molasses or vinegar—between John R. Wood, the railroads' champion, and R. W. Jacklin, winding up with a neat little speech by the only Irish orator, roasting John R. Wood and the other members of the State Board of Directors on their actions in the past in trying to make themselves the whole thing. It was the unanimous opinion of those present that "there are others" besides the State Board of Directors.

The newly-elected officers were con-

ducted to their several places with considerable pomp and ceremony by ex-President Jacklin, and a more competent or handsome lot of officers would be hard to find, to say nothing of Val's necktie.

The wide-awake Chairman went to work and appointed his committees, as follows:

Entertainment—W. H. Baier, A. M. Watson and George Gorman.

Badges—R. W. Jacklin and C. W. Allen.

Hotel—E. C. Stone and G. S. Valmore.

M. Howarn was appointed a committee of one to notify the hotels at Kalamazoo how many members would be there and secure accommodations.

It was moved and supported that all members be requested to vote against the proposed amendments to the constitution whereby the Secretary would be appointed by the Board of Directors and that all honorable means should be used to elect our candidate for State Secretary, M. Howarn.

The Secretary's annual report showed the Post to be in good shape and a surplus on hand, after having six dancing parties in the year.

The members decided to hold another meeting at the Cadillac Hotel, on Dec. 26, at 3 p. m., to complete arrangements for the trip to Kalamazoo.

H. Y. KINYON, Sec'y.

The probable action of the Kalamazoo convention on the pet hobby of the Board of Directors to amend the constitution so that the Secretary shall be elected by the Board is foreshadowed by the simultaneous action of Post C (Detroit) and Post E (Grand Rapids) in unanimously deciding to oppose the measure to the uttermost. From all outward appearances the proposition of the Board will meet with overwhelming defeat.

## Portrait Calendars

We have lately placed on the market a line of portrait calendars which we think superior in many respects to the colored calendars so long in use, in that the customer who hangs up a calendar with the merchant's portrait thereon will think of him and his establishment every time he glances at the calendar.

This line of calendars is 7x11 inches in size, printed on heavy 8-ply coated litho. cardboard, with portrait of merchant, or his clerks, or his family at top of card and large monthly calendar pads wire stitched to lower portion of card, samples of which will cheerfully be sent on application.

We can make calendars in any size desired, printed either from engraved plates or from type, with monthly pad, in one or two colors of ink.

We also have on hand a large line of fancy colored calendars, which we can furnish on exceptionally favorable terms.

In case you conclude to favor us with your order for anything in the calendar line, we trust you will send on photograph and copy for reading matter as early in the month as possible.

## Tradesman Company

Grand Rapids.

## Around the State

### Movements of Merchants.

Thompsonville—L. G. Erdle has opened a furniture store here.

Vassar—Fred Phillips has removed his grocery stock to Crystal City.

Port Huron—Jacob Hoffman has opened a shoe store on Huron avenue.

West Branch—Bond & Co. succeed H. W. Sachs in the grocery business.

Lansing—Jacob B. Simon will remove his bazaar stock to Muncie, Ind., Jan. 1.

Alto—C. W. Williams has sold his drug stock to Patrick Kelley, of Lowell.

Menominee—John Payne has opened a confectionery store at 41 Main street.

Lansing—C. Alsdorf & Son will soon open a branch drug store in the Twaits block.

East Jordan—Mrs. F. Shier has opened a restaurant and bakery at this place.

Durand—Geo. McNicol succeeds Elmer C. Barlow in the grocery and meat business.

East Jordan—Wm. A. Pickard has opened a grocery store in the Burdick building.

Coldwater—J. M. Lind has sold a half interest in his meat market to A. R. Brown.

Petoskey—Jas. M. Wells & Co. have opened a book and stationery store at this place.

Cadillac—D. M. Wray has embarked in the confectionery and fruit business at this place.

Milan—Wm. A. Reeves continues the meat business formerly conducted by Reeves & Welch.

Ionia—J. F. Bible will succeed A. S. Wright as general manager of the Ionia Wagon Works January 1.

Holland—Henry DeKraker has purchased the meat market of A. Michmershuizen on Fourteenth street.

Marquette—Hoover & Gleason have rented a store building and opened a tailor shop and news stand at this place.

Stanton—John Stearns, of Clifford Lake, has purchased a half interest in the implement business of Frank Strouse.

Brookfield—Mrs. D. T. Williams, general dealer, has decided to retire from business and will sell her stock at auction.

Brookfield—Chas. Merkle, of Eaton Rapids, is making the necessary arrangements to start a drug store at this place about January 1.

Brown City—J. L. Morden, of Port Huron, has purchased the Brown City bakery of Frank Snyder and will continue the business.

Big Rapids—Frederick & Burr have purchased the Ward & Co. meat market and will conduct the same in connection with their grocery business.

Northville—G. S. Horton has purchased a half interest in the grocery store of B. A. Wheeler. The new firm will be known as Wheeler & Horton.

Ravenna—W. H. Davenport, who has conducted a grocery store in the southern part of Ravenna township for a couple of years, has removed his stock to Hart.

Newaygo—W. D. Booth will go to Alabama for the winter on account of his wife's health. T. H. Booth will have charge of the general store here during his absence.

Homer—John D. Hunter and Archie Young, of Albion, have purchased Harmon & Allen's stock of clothing and removed it to the Lyon block, where they will continue the business.

Clare—James Boyd has sold his stock of groceries to D. D. Pierce, of Lake Station, who will remove the stock to that place. Mr. Boyd will engage in the boot and shoe business at Durand.

Ovid—Chas. Farmer, who has been engaged in business in Ovid for thirty years, expects to leave Ovid with his dry goods stock for Durand as soon as matters can be satisfactorily arranged.

Mancelona—Cobbs & Mitchell, of Cadillac, who recently purchased the tract of pine on Cedar River formerly owned by Hawks Bros., are lumbering the same, A. C. Corneil having charge of the operations.

Kalkaska—C. Kryger has purchased of T. D. Hobbs the store building now occupied by Knowles & Hurley as a meat market, for a consideration of \$1,000, and will occupy it with stocks of dry goods and shoes.

St. Ignace—P. Mulcrone has started building his meat market on Mackinac Island. It will be a substantial building, 24x60 feet in dimensions, two stories, well equipped with refrigerators and every convenience for the handling of meats.

Ishpeming—Kuhn, Nathan & Fisher Co., of Chicago, who recently foreclosed their chattel mortgage on the clothing stock of Blumenthal & Ruttenberg, bid in the stock at \$8,500, thereby assuming the \$6,000 claim of the Peninsula Bank of Ishpeming.

Laurium—Roberts & Vivian have purchased the stock and fixtures of the Eagle Drug store in Red Jacket of J. Clemo, Sr. Mr. Roberts will personally superintend the business in Red Jacket, while the store here will be in charge of an assistant.

Hanover—T. J. Kennedy & Son, hardware, carriage and farm implement dealers, are negotiating for the erection of a suitable building for their business, having outgrown their present quarters. The new building will be 44x100 feet in dimensions, two stories high.

Altona—Eli Lyons will not again engage in trade at Altona, having sold his store buildings to M. B. Armstrong, who has also taken the stock purchased in the Grand Rapids market last week by Mr. Lyons. The store buildings are 25x72 feet in dimensions, two stories, and 18x30, one story. Mr. Armstrong will occupy the smaller store with a clothing stock.

Alma—A strange dog was accidentally left in J. M. Nichol's jewelry store over night recently. In the morning it was found that the animal had been amusing himself by playing on several of the various musical instruments. He played so hard on two or three of them that he broke the strings, and handled his music so carelessly that several of the music sheets were badly torn.

Lansing—About six weeks ago a drayman unloaded a box of goods in the rear of the Simons Dry Goods Co.'s store. When the clerks went after the box it was gone. The case contained four dozen corsets and was valued at \$36. The case was a puzzling one and was placed in the hands of the officers for solution. A few nights ago the box of corsets was returned, just as mysteriously as it had disappeared. It was found one morning when the store was being opened, lying in the same place it was taken from back of the store. The officers think that some farmer took the box, as it was very light in weight thinking it was empty, found he had an elephant on his hands and watched his opportunity to return it.

Eaton Rapids—S. Lincoln Wells has severed his connection with H. Kositcheck & Bros. dry goods store and gone to Pottsdam, N. Y., to accept the management of a large dry goods house.

Lansing—The Merchant's Supply Co. has brought suit against Charles C. Longstreet on the ground that he has broken a contract which he signed February 12, to hold one year, by refusing and neglecting to give out trading stamps. Mr. Longstreet claims the charge is false and has retained R. A. Montgomery to defend the suit. The suit which the company brought against Charles A. Creyts, of the Excelsior Clothing Co., has been settled by the defendant agreeing to give out stamps.

### Manufacturing Matters.

Advance—John H. M. Gee, of Jackson, has rented the grist mill at this place owned by G. Von Platen.

Manton—Truman Bros., who operate a planing mill here and a shingle mill at Bentley, have sold the latter to Seaman Bros.

Martin—The Martin Creamery Co. has filed articles of association with the County Clerk, the paid in capital stock being \$1,800.

Marshall—W. W. Cleveland has leased his roller mill to Gabriel Rau, of Jamestown, Ind., who will operate it to its fullest capacity.

Freesoil—The lumber firm of Manigold, Stephens & Co. expect to log about 5,000,000 feet this winter. They will buy all the hardwood logs they can secure.

Ypsilanti—Matthew Roser has purchased an interest in the cigar manufacturing business of Matthew Stein and the firm name will hereafter be known as Stein & Roser.

Cadillac—Paul Johnson will start his sawmill in a few days, having a large amount of hardwood timber to cut, which will be furnished by Drayton Seaman and L. C. Eversole.

Menominee—A. W. Clark & Co., match block manufacturers, have dissolved, A. W. Clark purchasing the interest of Fred K. Barker and continuing the business in his own name.

Port Huron—The American Egg Case Co. has sold the territory west of Chicago for the manufacture of egg fillers to a Chicago concern. Manager Herr is at work building six machines for the new company at an expense of \$6,000.

Fremont—Fred E. Holt, who sold his grocery stock to P. F. Dykema about three months ago, has purchased a half interest in the stock and the new firm, which will be known as Dykema & Holt, has added a line of shoes and rubbers.

Seney—J. W. Balcom, who closed down his shingle mill last week and went into the woods with a crew of men to get out timber for next summer's run, has been compelled to close down camp on account of the deep snow, it being over two feet in the woods where he had started logging.

Marquette—The ore shipments from this port the past season amount to 1,945,519. This is about half a million tons in excess of the amount shipped last year, or any previous year in the history of the port. Next year Marquette is sure to pass the two million mark and it is predicted on good authority that the total will be in the neighborhood of 2,250,000 tons. This prediction is based on the present and prospective condition of the iron industry.

Saginaw—The Saginaw Basket Co. has resumed operations, extensive improvements having been completed. The factory is now turning out shooks, bicycle crating, etc. It is expected to commence the manufacture of baskets much earlier than usual. The company now has ample store room and can make up an unusual amount of stock in advance of the demand for it.

Ludington—The head office of the Danaher & Melendy Lumber Co. is about to be moved from Ludington to Dollarville. C. D. Danaher, President of the corporation, resides at Dollarville and the volume of business there far exceeds that of the Ludington plant. This is the reason given for the change, but the real reason is to escape the annoyance caused by the agitation of Mayor Smith in the matter of taxation.

Oscoda—The H. M. Loud & Sons Lumber Co. is putting in two sets of camps at the head of Van Etten river, for the purpose of logging the pine recently purchased of Pack, Woods & Co., of Oscoda. It is said that these will be the last logging camps to be operated near Oscoda or Au Sable. There is about 5,000,000 feet of pine to be put in. The small patch of pine surrounding the cottages at Van Etten lake will be cut next spring, as will the lot of about 2,500,000 feet near Wakefield's. The Loud company will finish cutting all its pine next season. There is a body of pine available for manufacture at Oscoda, for which the company has been negotiating, but it is doubtful if the deal will go through.

Detroit—The Detroit Mica Manufacturing Co. has been incorporated, with a capital stock of \$100,000, for the manufacture of mica into lubricants and for use in stoves and electrical apparatus, as well as other purposes. The mine which the company will operate is at Lyle Knob, in Macon county, N. C. The intention is to bring the raw material here to be manufactured. Superintendent Sherk is now at the mine, where the machinery is being put in and it is expected to be in operation by March 1. It is also expected that work will be begun in the factory here by May 1, and the officers say that they will employ fifty people from the first, and turn out at least \$100,000 worth of goods per year. The site of the proposed factory has not yet been chosen. Some of the company's stock will be offered for sale through a Detroit bank, on which 7 per cent. interest per annum is guaranteed.

### Jackson Jottings.

Clarence Lewis, grocer at the corner of First and Greenwood avenues, has closed out his business and taken a position with Geo. R. May & Co., grocers at 309 Greenwood avenue.

Byron G. Champlin, grocer at 501 First street, has sold his stock and fixtures to J. W. McLetchie, formerly a traveling man, who will continue the business at the same location. This is not a new venture for Mr. McLetchie, as he has been in business on his own account before.

Chanter Bros. have purchased the grocery stock and fixtures of the Fruit House, 129 South Mechanic street, and will continue the business at the same location. W. T. Smith, who has been the proprietor of the Fruit House for the past three or four years, has not yet decided as to his future movements.

Geo. W. Fisher has opened a new grocery stock in his new brick building at the corner of Cooper and Pearl streets.

C. M. Pigott, who for the last five years has been in charge of the silk and dress goods department of Cook, Smith & Feldher, has resigned in order to give his entire attention to his magazine and newspaper business.

## Grand Rapids Gossip

Grand Rapids grocery stores will be closed at noon on Christmas and New Years.

F. J. Leach has moved his grocery and confectionery stock from 535 to 323 South Division street.

G. D. Winegarden has removed his grocery stock from 579 Grandville avenue to 66 North Waterloo street.

C. S. Swett has opened a grocery store at Lakeview. The Olney & Judson Grocer Co. furnished the stock.

Jno. Lubbers has opened a grocery store at East Saugatuck. The Musselman Grocer Co. furnished the stock.

M. N. Haybarker has opened a grocery store at Luther. The stock was furnished by the Ball-Barnhart-Putman Co.

J. F. Atchison has engaged in the grocery business at Fremont. The Olney & Judson Grocer Co. furnished the stock.

Isaac Goldstick has engaged in the grocery business at Petoskey. The stock was furnished by the Musselman Grocer Co.

Elroy M. Reed, cigar dealer at Coopersville, has added a line of groceries. The stock was furnished by the Musselman Grocer Co.

Peter Jourdan and Henry Thurkittle, under the style of Jourdan & Thurkittle, have embarked in the flour, feed, coal and wood business at 62 West Leonard street.

Geo. Metz and J. H. Baker have formed a copartnership and engaged in trade at Mill Creek under the style of the Mill Creek Mercantile Co. The Ball-Barnhart-Putman Co. furnished the stock.

The Grand Rapids Gas Co. reports for November net earnings of \$14,667, in comparison with \$12,449 last year, a gain of nearly 18 per cent. For eleven months the increase has been about 8 per cent, net earnings amounting to \$114,485, against \$106,054 for the same period in 1896.

### The Produce Market.

Apples—Northern Spies command \$3 per bbl.; Jonathans, \$5; Ozarks (Ark.), \$4; Etrus (Ark.), \$4. The demand is only fair, the high prices tending to decrease consumption to the lowest possible limit.

Bananas—This fruit is about the most popular item in the fruit line this week. The warm weather makes city street peddling very possible, and it is very profitable. Bananas are selling at 35 cents a bunch more than they were a year ago. The volume of business done is also very good as compared with the average week in the average December.

Butter—Dairy grades are still weaker than a week ago, owing to the more liberal arrivals. Fancy is slow sale at 15c, while fair stock can be had at 12@13c. Factory creamery is still held at 18c, although the Elgin and Chicago markets are off 1c.

Cabbage—Slow sale at \$3 per 100.  
Carrots—35c per bu.  
Celery—15c per bunch.

Cranberries—The market is strong and tending higher. Jerseys command \$7 and Cape Cods and Wisconsin fetch \$7.50.

Eggs—Strictly fresh have sold as high as 22c during the past week and are scarce at that. Storage stock is held at 12c, case count, 13c for candled and 14c for fancy candled.

Game—On account of the close of

the rabbit season Jan. 1, dealers have reduced their paying price to 50@60c per doz. They continue to pay \$1.20 per doz. for No. 1 squirrels.

Lemons—The first new Messinas have arrived from the East, but there is little demand for them, owing to the time of the year and the supply of good California lemons. The market is comparatively low, so low that few Messinas will be attracted thither until such time as the market shall go considerably higher. A few Verdilli lemons are on the market. These are selling at quotations below those given last week.

Lettuce—Hothouse goods fetch 15c per lb.

Onions—White Globe and Red have declined to 65c. Spanish, \$1.75 per crate.

Oranges—The market is in very good shape, and the Christmas demand is decidedly in evidence. The high price of apples is giving the orange market a good chance. However, prices are a little lower this week. This will tend to a larger consumption of oranges. Mexicans still hold first place in the market, although California navel are crowding them to lower prices. The seedlings from California will not cut much figure in this market until after the first of the year.

Potatoes—The weakness of a week ago still continues, due to the fact that the car famine is at an end, so that the crop can move freely. Local dealers pay 50c, but outside paying prices range from 42@52c, according to quality and the competitive conditions prevailing locally.

Poultry—Turkeys are in good demand and apparently adequate supply, local dealers having made contracts for their holiday requirements on the basis of 10c. Ducks and geese are in plentiful supply at 8c, although strictly choice stock fetches 8½c. Hens command 5@6c, and spring fowls bring 6@7c. There appears to be an abundance of chickens to meet the holiday demand.

Sweet Potatoes—Kiln dried Illinois Jerseys fetch \$3.75; genuine Jerseys are held at \$4.50.

### Hides, Pelts, Wool and Furs.

The hide market remains firm, with stocks well cleaned up and some lines sold ahead. The scarcity of light hides and skins holds prices well up against a reverse action of the tariff. Many tanners still hold out for lower prices and openly advocate a break in the market, claiming there is no profit in tanning at the prices now ruling for skins, which must go lower.

Pelts hold steady at strong prices, on account of the strong feeling in wool.

While wool is light in sales, a fair business is being done at good prices, there being no weak spots apparent. Holders remain firm in price, believing there are no resources beyond those now in sight to supply stocks for the heavy weight goods which will soon be in demand. January is the usual time these stocks are put in, and with all of the spindles running full time, they are using up what they have on hand and must have more later on. There are no speculative prices, but there is some enquiry for sorts from manufacturers.

Furs are in strong demand for home trade, which has been in excess of the past few years. The catch has been large.

WM. T. HESS.

Organized labor in Illinois made a desperate effort to have Governor Tanner include the repeal of the Case garnishment law in his call for a special session of the Illinois Legislature, but was unsuccessful. Under the present law the merchant can proceed against his delinquent customers with some assurance of success, inasmuch as the exemption is now only \$8 per week, whereas Michigan merchants are still hampered by the ancient law which gives the dead-beat \$25 exemption.

### Exit of the New England Trade Exchange.

The Tradesman has frequently warned its readers against the New England Trade Exchange, which has been operating in this city for nearly a year past. It was originally claimed that the headquarters of the organization were at Providence, but diligent effort on the part of the Tradesman disclosed the fact that the address given at Providence was a fictitious one and that the names of the officers published on the stationery were not given in the city directory of Providence and were not known in either the business or police circles of the Rhode Island city. Thwarted in their efforts to exploit the business by claiming headquarters in a distant city, the promoters thereupon filed incorporation papers with the County Clerk of this county, claiming capital stock of \$10,000, all paid up. John B. Henderson claimed to hold 200 shares; Chas. H. Noble, 175, and Zenas Y. Coleman, 25 shares. The signatures to the articles of incorporation were sworn to by Jas. W. Twaits, a notary public of Lansing. An aggressive canvass was then begun for memberships, on the basis of \$25 a year, the usual custom being to exact \$10 in cash and a note for \$15. Report sheets of claims received and paid were published for a month or two and an office was leased in the Houseman building, although a reporter of the Tradesman was never so fortunate as to find any member of the triumvirate in the office. To all appearances about one hundred members were secured, and, as near as the Tradesman can estimate, the combination must have realized from \$2,000 to \$3,000 as the result of its summer's work. Henderson left the city three weeks ago, ostensibly to establish a similar agency in Milwaukee, while Noble left about two weeks ago, claiming to be headed for Lansing on the same mission. The latter gentleman left a \$75 board bill at the Vendome and numerous other debts to the clothing, shoe, hat and cap and dry goods stores. The notes which were not realized on before the trio skipped out are now in the hands of alleged innocent third parties, who will use their best efforts to enforce collection.

The Tradesman has repeatedly warned its readers to beware of fly-by-night and irresponsible agencies of this character, yet there seems to be a large proportion of the business men in this city, and in every other locality, which is ready to snap at every new thing which comes along, yet insist that they cannot afford to support old-established institutions of a reputable character.

### The Grain Market.

The wheat market has been very even during the week, with a slight upward tendency, but hardly enough to make any change in the local market. The December options have taken a wild range, going as high as \$1.09 and closing to day at 97½c. The excitement on the Chicago Board of Trade has not been equaled since the "Hutch corner" in wheat a few years ago or the memorable Harter deal in May, 1887. The parties behind the deal—the bull as well as the bear sides—are giants, so far as finance goes, and they are trying their metal, notwithstanding extraordinary inducements are held out to head the wheat for Chicago. The receipts there are very moderate indeed, being only about twenty cars of No. 2 red winter and perhaps fifty cars of No. 1 hard

spring. As December draws to a close, the fight may wage much harder. The receipts in the winter wheat states are very small and this shows that there is not as much wheat back in farmers' hands as was claimed a few weeks ago. The Northwest is still well up in the procession, as the receipts are yet considerably more than last year, although it is reported that the initial receipts are growing very small and that large amounts are being shipped from Western elevators. Our visible showed a decrease of 101,000 bushels, while an increase of 1,000,000 bushels was expected, leaving the visible 34,744,000 bushels, against 54,384,000 bushels in 1896, 66,834,000 bushels in 1895 and 88,192,000 in 1894. We might state here that the exports from July 1 to the 10th have been 115,000,000 bushels and the daily exports have been about 1,000,000 bushels. To make a long story short, we will state that wheat was never in such a strong position as it is at present and there is no reason why prices should not advance.

We notice that Argentina has expended \$2,000,000 to rid herself of 20,000 tons of locusts and, with the wet weather, she will not have much wheat to export. Russia likewise is short, as her exports from August 11 to Nov. 1 were only 21,775,000 bushels.

The demand for flour is much better than it was at the corresponding time last year. Mill feed is ready sale at better prices.

Corn is about 2c higher, but oats are at a standstill, and both cereals are strong.

The receipts were 32 cars of wheat—rather moderate—9 cars of corn and 8 cars of oats.

Local millers are paying 86c for wheat.  
C. G. A. VOIGT.

### Jackson Grocers to Eat and Dance in January.

Jackson, Dec. 10—The regular monthly meeting of the Jackson Retail Grocers' Association was held Dec. 7, with President Lewis in the chair.

Current bills were received and audited.

An amendment to the by-laws, changing the date of the annual meeting from June to January, was adopted. This was thought desirable, on account of the near proximity of the annual meeting to the time of the annual excursion and picnic.

It was decided that the Association will hold its regular annual social—which will be the seventh annual—and a committee was appointed with full power to act in making arrangements, consisting of President Geo. E. Lewis, B. C. Hill, W. H. Porter, N. H. Branch, M. M. Whitney, M. F. Murray and H. C. Eddy. The social has usually been held the latter part of January or early in February, but the expression of the members is in favor of holding the meeting earlier—not later than the middle of January, if it can be arranged.  
W. H. PORTER, Sec'y.

### The Customer the First Consideration.

From the Topeka Mercantile Journal.

Time in a store has three distinct values. The proprietor's time has a value in its proper place and the clerk's time has its value, but possibly the most important of all is the "customer's time." Doubtless you will say the customer has all the time there is and she can wait until it pleases you or your hired hand to wait on her. Nonsense. The customer is the first consideration in every store, or should be. Without properly satisfied customers what does your store amount to?

Gillies N. Y. Clearance Tea Sale now on. Phone Visner, 1589.

## Woman's World

### Worrying the Most Profitless Thing in the World.

There is nothing in the world more peculiar than the fetch we make of care. Deep down in the feminine heart there is an ineradicable superstition that it is unlucky—a sort of flying in the face of providence—to be openly and undisguisedly happy. If a woman is given to laughing, we condemn her as being frivolous. If she goes cheerfully about her duties as wife and mother, we fear she lacks a proper sense of the responsibilities of her position, and it is only when she appears to us as a careburdened creature that we really respect her attitude towards life.

Perhaps the real reason of this is that we are all so given to worrying that we don't know what to do with a person who doesn't fret. Everybody worries. It is in the air. It is impossible to escape it. Where two or three are gathered together there goes up the universal wail of complaint, and we all join in and swell the dismal chorus. It is nothing that we know that worry is bad for us physically, mentally, morally—that it gives us indigestion, brings wrinkles and crow's-feet, and premature age and ugliness. We go on worrying in the same old way about the things we can help and the things we can't help. We take a melancholy satisfaction in the fact that we are born to trouble as the sparks are to fly upward, and do our level best to make the most of our inheritance.

Worrying is not a weakness monopolized by women, by any means. We all know the fidgety and worrying man, who makes life a burden for all about him, but women have a way of excelling in things of the imagination, and when one really puts her mind into the business of worrying, she can borrow more troubles to a minute than a man can in a week. Even the most apprehensive of men realizes that there are times when he must stand aside and trust things to fate. A woman never reconciles herself to the fact that she can't control destiny, and she frets about it.

Of course, in a world where things go mostly wrong, no one need ever be really in want of a good, active worry, if they want one. Certainly not a woman. She can always find food for fretting and needless anxiety in her house, her servants, her husband and her children. So far, however, from considering worry a sin, the woman who is given to this fault generally exploits it as a peculiar virtue. She will tell you with immense satisfaction that she cannot understand women who take life easily. She is afraid they are not serious minded. "Now, there is Mrs. Blank, for instance. Why, when her husband is detained down town at nights, she actually goes to bed and to sleep. If it was me," she will add with a shudder of conscious self-righteousness, "if it was me, I should be walking the floor in an agony of anxiety. How does she know he has not been waylaid by footpads and murdered? Suppose he had been run over by an electric car?"

"But Mr. Blank is an able-bodied man, of good sense, and entirely able to take care of himself," you protest, "and, anyway, your worrying about him couldn't possibly prevent any of the catastrophes you have mentioned from happening."

"Oh, I know that," she will agree,

"but I can't help worrying. It's the same way with my children. If they are sick I am worried to death about them, and if they are well I live in constant apprehension of their getting ill. Why, when they were little we lived in a continual state of fleeing from the measles, and mumps, or whooping cough and when it wasn't one of them we were running from it was scarlet fever or diphtheria. Now that they are nearly grown, and away from me at school, I lie awake nights worrying about whether they have got on flannels, and for fear they may get hurt in the football games. And they'll no sooner be through school than I will have to begin worrying about whom they marry. Oh, I tell you, no one else knows the troubles of a mother. And the very worst part of it is that worrying doesn't seem to do a bit of good. If my children got their feet wet I was worried for fear they would catch cold. If they were out of my sight I was worrying lest they were climbing on the roof and might get hurt. Mrs. Smith, who lived over the way, never seemed to worry a bit about her children. They splashed in the rain like puddle ducks, and lived in the top of a tree, and no one bothered about them, and they are just as sound and healthy as mine."

Of course, the worrying woman has trouble with her servants, and finds hospitality a terror instead of a pleasure. From the time she invites you to dinner she is beset with cares. She fears the cook may spoil a dish, the waitress may be clumsy, and even after you are gone she worries for fear you may not have enjoyed yourself. Nothing ever satisfies her, not even love itself. She sits with an anxious finger on the pulse of your affection, worrying lest a heartbeat should be less full than she expects. She worries lest her husband should care less for her when she is old, or that her children should drift away from her when they are grown. If she is prosperous now, she worries about a possible contingency when she might be poor and in need. In a word, she lets her own fear make a thick black veil through which she looks upon the brightness of the world, and finds it dark and gloomy.

We hear a great deal about physical prostration. Its other name is worry. It isn't the work that women do that hurts them very often. It's the needless worry and care that drives the nails into their coffins. In particular is this true of business women. They try to carry the world on their shoulders. They worry about other people's worries, as well as have a large and varied assortment of their own. A man knows he can do so much, and he leaves a lot of other things to other people. The business woman tries to do it all, and breaks down. When a business man gets up in the morning he dresses, eats his breakfast, and goes down town to work like a sensible being. It doesn't occur to him that he has any responsibility about getting his room cleaned. Not so with the business woman. It worries her lest the sweeping be neglected, or she darkly suspicious dust on top of the bookcase, and, besides, she is a victim to the habit of "seeing to things." If she gets a gown she worries over the style and fit; if she buys a hat, she tears it to pieces, and worries over retrimming it; she frets over other people's children, and worries over their mistakes and troubles, and feels she is worthy to be counted amongst the blessed martyrs when she

makes herself unnecessarily and gratuitously ill.

It is a whimsical peculiarity of fate that the things we worry most about, and the trouble we are always expecting, seldom come to pass. Fate deals its hardest blows at our most unguarded points. And, any way one looks at it, worrying is the most futile and profitless thing in the world. If things can be helped, help them without fretting. If they cannot be helped, if they must be endured, what is the good of querulous protest? Worry saps strength, it murders sleep, it takes the heart out of ability. The woman who has learned not to worry, but to take life as it comes, cheerfully, and make the best of the rain, as well as the sunshine, has found the true elixir of youth and the magic charm that turns all hearts to her.

We don't think of worry as a sin. We are so used to it that unless it rises above its usual monotone we don't even notice it; but watch any coming together of an ordinary crowd, and see how worry has written its unmistakable story on almost every face. There are tired lines and anxious lines that tell the tale, and you know that behind the present enjoyment of the moment is the everlasting worry. A woman gives a half-hearted attention to your story, or to the play at the theater, and you know she is worrying about whether the cat was left in the kitchen, or the baby has kicked the coverlid off, or the milkman will find the pitcher in the morning. And so it goes.

After all, isn't there something intensely pathetic in the way we cultivate kill joy worries and deliberately rob ourselves of half the pleasures of life dreading things that never happen?

Worse than that, it is positively irreligious. We say that we believe in an eternal love that encompasses all our little human life and in the end leads us by many strange ways to perfect good. Yet we don't trust it enough to rest on it. We go worrying and fretting, for fear the right thing isn't being done, and because Providence is managing matters without the benefit of our advice. Really, when you come to think of it, it comes pretty near to being sacrilegious, doesn't it?

The time of the year is coming now when we shall all make resolves to do things differently. I am in favor of organizing a large and enthusiastic class of people who are resolved to quit worrying. All women who don't want to cultivate wrinkles, who want to make home happy, and who are desirous of not making themselves obnoxious to their tired friends, will be eligible to membership in the "Don't Worry Club."

DOROTHY DIX.

50 YEARS' EXPERIENCE

# PATENTS

TRADE MARKS  
DESIGNS  
COPYRIGHTS & C.

Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

## Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsdealers.

**MUNN & Co., 361 Broadway, New York**  
Branch Office, 625 F St., Washington, D. C.

## Don't Be Mean



You've got a good wife—she may be cranky sometimes, but she loves you just the same, and she would love you a HEAP MORE if you would get her a nice Christmas Present.

We don't care whether you get this Rocker or not, but get her SOMETHING. It's a part of our business to generate peace and happiness and we don't charge for our services.

You're hard up, we know, but we're going to help you out. Listen!

This Rocker is worth \$6.00. Well, we're going to knock off just **2.25**

**Leaving only \$3.75**

You think that's fair?

Simply send us your address with \$3.75 and we'll do the rest.

Description — Made of Quartered Oak, Antique finish, or Birch, Mahoganyized finish. It is well braced, has beautiful embossed carvings, is hand polished and richly upholstered in Corduroy or Velour.

Prompt orders insure prompt shipment.

We handle everything in the line of Furniture.

**Grand Rapids  
Wholesale  
Furniture Co.**

Grand Rapids, Mich.

Catalogue sent on receipt of three 2-cent stamps.



**Shall Women Usurp the Place of Men in Business?**

Written for the TRADESMAN.

My friend Ballantyne is a lawyer and a good one. He also transacts much business of a confidential nature, has a wide knowledge of men and things and is moreover a good talker. Like most good talkers he is a little apt to monopolize the conversation; but I have not found monopolies an unmixed evil, or that all monopolists are rascals. Bright people frequent Ballantyne's home, where they are sure of a warm welcome, and I find it a most delightful place in which to spend a leisure evening hour.

The last time I was present at this "feast of reason" the conversation drifted upon the present industrial status of women, and someone remarked on the number of men living in enforced idleness, during the recent years of financial depression, who have been supported wholly or in part by the exertions of women.

Mrs. Van Allen, the wife of the rich banker living next door, expressed the opinion that, if women would just content themselves and remain at home, the men could take the positions out of which they have been crowded, get better pay for doing the same work and thus be enabled to support in comfort the women naturally dependent on them. Men would be only too glad to do so, she argued. This idea that, as soon as a girl is old enough to get some kind of a position, she must go out and earn money, she held to be sheer nonsense. Girls were better off within the shelter of their fathers' homes. By usurping paying positions women were lessening their chances of marriage and thus standing in their own light. It seemed to her that women had certainly had enough of pushing out and occupying places that belong more properly to men, and that they had better stand back a little and give the men a chance.

"There are some difficulties in the way of the adoption of your remedy," remarked Ballantyne, meditatively. "To begin with, you could hardly get the women to try it. The same forces that drove women to brave all manner of trials and difficulties to get into these positions are still operative, and are of greater intensity now than when women first began to force their way into the occupations formerly held by men only. They will not easily surrender what they have been to so much trouble to gain. Then the army of workers is made up of individuals, each with his or her own interests. You say it would be better if men were doing the work and supporting the women who are now doing it. Perhaps so, looking at the matter in a general way; but, if any individual woman should give up her position or occupation, is it often that her husband or father or brother could obtain the same place, or could fill it acceptably if he got it? Take the case of our washerwoman. If she were to stop washing, would it give employment to her husband who is a carpenter? Or my typewriter. She has a brother able and willing to work, who has been at home out of employment much of the time for the past two years. He is a machinist. He could not perform her work in my office if she were to give up the place to him. Go to some successful spinster who by years of energetic application has acquired such competence in her profession that she can command a good salary. Tell her that women, by doing the work of men, are lessening their chances of matrimony, and that the

presence of women in industrial occupations is bad for humanity in general and women in particular. Suggest to her that, as a perfectly reasonable sacrifice for the general good, she give up her lucrative position. She could reply to you very truthfully that, were she to do as you suggest, and were some man to take her place, he probably would not want to marry her. He would, likely enough, choose some young girl who never earned a dollar in her life. The woman who has achieved success will not consider it worth while to exchange a tangible paying situation for a purely hypothetical husband. As I said at first, it would be extremely difficult to get the women to try the proposed remedy. And, even if you could persuade all the women working for pay to step out simultaneously, and their employers could be induced to fill their places with men at an advanced rate of wages, it would not be long before the relentless law of supply and demand would be felt. For every woman who holds a position in which she can earn pay there are three or four more who would like to get one, and how long would it be before these would come and offer to work for less wages than the men, and the men whom you had installed would again be crowded out?"

Then Ballantyne's cousin, who is visiting here, said he thought one trouble is that many men financially able to do so are unwilling to marry and support families. He heartily approved of that scheme for taxing bachelors, making with the tax a fund for the support of indigent single women.

"Like all pieces of legislation of this character," replied Ballantyne, "this has its drawbacks. The wealthy bachelor might be a hard man to tax. He is not tied to any one place as a married man is apt to be. If the tax didn't suit him he could take his possessions and go to the South Sea Islands, or Australia, or wherever fancy dictated and celibacy received no legislative discouragement. Besides, how many men have you known who have delayed marriage after they were able to support families, compared with the number of penniless young men who have assumed the responsibility of supporting wives before they had any assured means of supporting themselves? As to the fund for indigent single women, I have failed to see that single women, as a class, are particularly liable to become indigent. I do not see any very heinous crime in a man's waiting until he gets a 'good ready' before he marries, and a rich bachelor may not be such an awfully bad citizen after all.

"If I favored anything in that kind of legislation I should propose that a law be passed that before a man marries he must be able to show that he possesses some stipulated amount of money or property. This amount need not be large, and it would be but a reasonable guaranty to the state that his family would not be likely to become a public charge. The story writers have had things pretty much their own way until it has come to be thought a commendable thing for a young couple to marry and start out in life with a thoroughly romantic lack of provision for the future. There is truth in the observation, that 'Love in a cottage is all right—but how about love without any cottage?'"

"Another deepseated conviction which may have to undergo some modification is the very prevalent one that the wages of one man, no matter how ignorant or unskilled he may be, ought to be suffi-

cient to support the family of that man however large the family; and, if he cannot find employment, or if his wages are not adequate to maintain his family, then Capital, or the laws, or something, or somebody, is to blame.

"The remedies for poverty and hard times must be largely individual remedies. Improvidence, lack of prudent forethought, is a National sin. And one of its chief manifestations is in the hasty and ill-advised marriage of young couples but poorly equipped to fight the battle of life. And Capital, tight-fisted, grasping Capital, has taxed itself again and again to educate and support the children born of such unions, and has put its hand down into its supposedly-inaccessible pocket to meet, by private charity, the many needs which public aid has failed to supply.

"While not counseling the assuming of relations which should be held utterly sacred from any mercenary motives, I would still commend to my young friends the practical wisdom of Bill Arp, who hoped that no young man in his audience would ever marry a young woman simply because she was poor, and that no young woman within sound of his voice would reject a worthy suitor when she had no other objection to him than that he was rich! **QUILLO.**

**Frank Munsey as a Retailer.**

Frank A. Munsey, well known as the owner and publisher of Munsey's Magazine, is about to enter the dry goods retailing field in New London, Conn. He has turned into a hotel an immense building originally intended for the home of his magazine and will run a department store on the ground floor. The hotel is named the Mohican and the retailing establishment will be known as the Mohican Stores. The number of lines carried will probably be greater than that of any of the big department stores. One of the features will be a bakery and confectionery department, supplied from the Mohican ovens.

Dust on shelves and under counters is apparently an insignificant thing, but it can soon ruin enough goods to lose customers and ruin profits.

**Political Methods in Business.**

Miles—I see your friend Hawkins has another "selling out at cost" sign tacked up on the front of his store.

Giles—Yes. Do you know I think Hawkins missed his vocation? He should have been a political campaign manager.

Miles—Why so?

Giles—He is continually nailing lies.

To assist in drawing shoes on the feet a new shoe-pull has a horn to rest in the end of the heel, with a ring at the top to pull upward and cause a lever with its lower end extending under the heel to clamp the shoe and assist in pulling it on.

**TO GROCERS:**

The Manufacturer who makes his Trade Mark . . .

**"BEST"**

Thus takes upon himself the responsibility as to quality. And when this trade mark has successfully stood competitive tests for more than . . .

**50 YEARS**

Dealers can with safety assume their share of the responsibility in commending such goods to the public. With special zeal can they do this, when the manufacturer has consistently, and with courage born of conviction, protected all honest dealers in a fair and legitimate profit.

The above facts explain why the products of **B. T. BABBITT** have an increasing popularity.

with our 500-foot Roll

**Line Your Potato Cars Rosin Filled Car Paper**

**It is CHEAPER THAN STRAW BOARD**

Freight costs less and it is absolutely impervious to frost. We have plenty of Straw Board in stock and at the right price, if you prefer it. Send us an order.

**H. M. REYNOLDS & SON, Grand Rapids**

**ABSOLUTE**

PURE GROUND SPICES, BAKING POWDER  
BUTCHERS' SUPPLIES, ETC.

FOR THE TRADE.

**THE VINKEMULDER COMPANY,**

PHONE 555.  
418-420 S. Division St., Grand Rapids.

**Four Kinds of Coupon Books**

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

**TRADESMAN COMPANY, Grand Rapids.**



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the  
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

**ADVERTISING RATES ON APPLICATION.**

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 15, 1897.

**GENERAL TRADE SITUATION.**

Aside from some local complaints of dullness in the retailing of heavy goods on account of the unusually warm weather the trade reports are almost without exception favorable. The week is notable for the advance or strengthening of prices in most lines, and in some cases, as in the wheat movement, the advance has been marked. Included in the number of strengthening prices are most of the bond lists and transportation stocks. Some of the former have broken records for high prices and the reports of railway earnings for November show an improvement over those of last year of 16.8 per cent. and over those of the corresponding month of 1892 of 5.9 per cent. The reports for the industrials also continue favorable, with a broader market.

The sensation in the wheat market was the speculative advance in Chicago last week, which carried the cereal considerably above the dollar mark, scoring an advance at one time of 15 cents over the preceding week. The advance in the general markets, however, was small, and has been about lost again this week. The movement continues very heavy both in Western markets and for export. The demand for corn still continues heavy, even last year's unprecedented movement having been surpassed since September 1, but the price rose only half a cent for the week.

The situation in the textile markets still shows an unprecedented divergence in the prices of wool and cotton. The price of the former has continued at the highest it has been for some time, while the latter is breaking low records. The prices of woolen goods continue generally strong. Cotton factories are preparing to help the situation in some instances by curtailing production and in the case of the Fall River Mills a reduction in wages of 11 per cent. is under consideration. The boot and shoe industry, in spite of the reluctance of buyers to pay advances asked, continues to ship from the East more cases of goods than ever before—in the last five weeks 25 per cent. more than last year and 32.5 per cent more than in 1892. No change of consequence appears in leather, although hides are a shade weaker.

For some weeks the iron industry has been a little nervous at the smallness of new orders, although both manufacturers and buyers have expected business

enough after January 1. But there is a marked change in the outlook. Many buyers appear to have concluded that they have waited for lower prices about long enough, and if they should wait much longer might be caught behind the rush of orders which all expect. Whatever the cause, more new business comes forward, especially at the West, and in Chicago the demand is reported good, with dealers cheerful and prices strengthening, excellent structural business, large orders for rails carried over to the next year, contracts pending for about five thousand railway cars and an extraordinary demand for hardware. Pittsburg structural works are taking more contracts, but have others still unfinished, plate mills are fully employed and business in bars is fair.

Eastern works have taken contracts for several buildings in New York, others for more than 30,000 tons being under consideration, and have secured contracts for bridges in Japan and Holland, with several rail contracts for 40,000 tons pending, 15,000 for Mexico. The exports of manufactured iron of nearly all kinds are remarkably large.

Bank clearings continue very heavy for the week, \$1,350,000,000. Failures are also numerous, 292, against 250 for preceding week.

Chicago begins the winter with about one-half the number of dependants who fed upon its bounty last year. Improved industrial conditions are one cause of the decrease, but the result is due largely to the better and discriminating methods of furnishing relief. The city has ceased to invite the tramps and destitute of other sections with free soup houses and free lodging. A consistent refusal to deal out alms when employment could be had has made wage-earners of thousands of heads of families, and the systematic and scientific co-operation of all charity agencies has driven into easier fields the professional beggars. The city has been divided into districts by the associated charities. There is a head in each district, and 800 men and women have agreed to give their time and services free in investigating all applicants for aid. The bureau proposes to stop all attempts at impositions but it will not carry the formality and red tape to the extent that a house without a fire shall have no fire until all the rules have been observed. It plans to put fires where there are no fires, and food in empty larders, and then sit down and find out why the family is not self-supporting, and proceed to make it self-supporting.

The new director general of the German postoffice has caused to be issued to the public a "kartenbrief," or card letter, which is decidedly an improvement upon the ordinary postcard used in most countries. The "kartenbrief" is of excellent paper material, tinted pink, and has four pages. With the addition of a stamp of 10 pfennigs (about 2 cents), it can be sent to foreign countries belonging to the postal union. The imperial postoffice in Germany is so well managed that an increase of 30,000,000 marks (about \$6,250,000) is expected during the present fiscal year over the receipts of 1895-96.

Don Quixote would have made a bad politician. He said: "Let every man mind his own business, and give good words or hold his tongue; for, by the blood, there will be a time when some people's rogueries may come to light as well as those of other folks."

**THE SEAL QUESTION.**

The refusal of Canada to agree to the abandonment of pelagic sealing, even for one year, has unfortunately greatly complicated the seal problem. The treaties with Russia and Japan providing for the stoppage of pelagic sealing for the time being, and for the protection of the seals, are of little practical value without the consent of Canada, or, more properly, of Great Britain, to the arrangement. While theoretically, Japan, Russia and the United States have even greater interests in the seal herds than Great Britain, practically Great Britain, through her dependency, Canada, is the principal beneficiary of the sealing industry, by far the greater number of vessels engaged in pelagic sealing belong to Canada. For the United States, Russia and Japan to forbid their subjects to take the seals would merely give Canada a monopoly of the business. The strong opposition of the Canadian sealers to any interruption with their business has apparently persuaded the Canadian government to refuse to enter into any agreement; hence, practically, the sealing question remains where it was.

Disappointed in not securing an international agreement, some of the advocates of seal protection now propose that the seal herds be destroyed entirely, thus putting an end to a troublesome controversy and preventing Canada from securing the profits her people now make out of the seal industry. It is held that, under existing conditions, the seal property of the United States in Behring Sea has proven unprofitable; hence the country would be rather the gainer than the loser by the destruction of the herds. At present it costs annually several hundred thousand dollars to patrol Behring Sea, without any resulting profits. With the seal herds destroyed and the industry abandoned, this patrol could be discontinued.

This is a most selfish and absurd policy. Because we are not smart enough to outwit the Canadians and capture the sealing business ourselves, we propose to destroy the seals. Such a proposal would be a disgrace to a civilized community. If we cannot stop pelagic sealing, we can at least profit by it to the same extent as others. To destroy the seals would be a confession of weakness and impotence which it seems incredible Congress would be willing to make.

**A GREAT LEADER.**

Just when the Spaniards are beginning to announce again that the Cuban insurrection is weakening, the Havana dispatches to American journals tell of another great movement by the patriots toward Havana province and the alarm of the Spanish authorities in consequence.

As this war progresses one cannot but admire the splendid tactics of the Cuban army—now making a bold raid and striking terror into some Spanish garrison; now making a bloody stand and inflicting loss upon some Spanish column; then retiring beyond the reach of pursuit until the time has arrived for some other strategic move calculated to harass the enemy and inspire hope and confidence in the insurgent ranks.

Who is entitled to the credit for this style of warfare that is gradually but surely wasting the resources and destroying the hold of Spain? By common consent the master mind and the directing hand are those of Gomez, the white-

haired soldier of fortune, who, at 70 years of age, is still leading, as one paper puts it, "a vigorous and irresistible revolution."

In the days of our revolution and again in the dark days of our civil strife we are told how it required all the greatness and firmness of Washington in the one case and of Lee and his lieutenants in the other, to keep hungry and ill-clad men in the ranks and impart to them a vigor and bravery that withstood all trials. Cuba is fighting without resources, almost without arms. Her soldiers are pitted against overwhelming numbers and resources, yet the fire of patriotism is kept alive and the ragged columns held to the grand work in hand, largely by the magnetism, the skill, the energy, the enthusiasm of the aged but indomitable Gomez.

When the roster of the great generals and great heroes of the century is made up for history, the name of Gomez should be high upon the list, and whether Cuba shall lose or win he will remain one of the New World's most honored champions of liberty and of the rights of man.

**CONGRESS AT WORK.**

Although but a few days have elapsed since the "long session" of the present Congress opened, that body has already gotten to work in earnest. Commonly the entire time between the opening day and the Christmas holidays is consumed, during a long session, in organizing and getting the committees into shape. All this preliminary work was accomplished by the present Congress during the special session held during the past summer.

The Republican managers of the House of Representatives seem determined to make the present session a record-breaker in point of short duration. They have determined to give appropriation bills the right of way, and not to enter upon the consideration of any important matter likely to lead to serious controversy until all the appropriation bills are disposed of. Some of the appropriation bills are already prepared and in shape for introduction, and, as the committees have all been appointed, it is likely that the others will be rapidly gotten into shape, so that all can be introduced not later than immediately after the holidays.

Aside from material increase in pension bills, there is a disposition to keep down appropriations, so as to bring the expenditures during the next fiscal year within the limits of the revenues. This will be a difficult task, with fortification improvements requiring large sums and rivers and harbors necessitating increased expenditures. A wise policy also demands that further additions to the navy should be authorized, so that altogether it would seem that the task of keeping down expenditures will be a difficult one.

Railroad presidents can put an end to the ticket scalping they complain of whenever they want to by agreeing to redeem, at the purchase price, every unused railroad ticket presented for redemption. The scalpers would then have no margin to work on, and have no business. A law that would induce railroad ticket agents to redeem all legitimate tickets would be the greatest law in the world against scalpers and would cause no hard feelings by putting people off trains for trying to use a ride that had been paid for by some other party than the one thrown off.

**PROBLEM OF THE UNEMPLOYED.**

The problem of the unemployed is a very important one and deserves to be studied with great care. A doctrine has been advanced by a certain class of theorists that there are never, in average times, too many workers, but that the difficulty is in the fact that these workers are not properly distributed where they are needed. This fact is seen in the gathering of the various agricultural crops in this country.

The great wheat crops are harvested in the summer. Cotton and corn are gathered in the fall, the cotton harvest in the extreme South being prolonged into the winter months. The rice crop of Louisiana and other Southern States is gathered in the fall, and the sugar-making is continued through the winter. At special seasons there is a most active demand for labor to harvest and house these crops, and it often happens that there is a great scarcity of the required help.

Many is the time that cotton is left on the stalk standing in the field for lack of labor to pick it, while more or less grain is destroyed by bad weather because it could not be gathered and got to the barn or crib in time. There is not a single great industry which does not suffer at times for the lack of labor at a particular moment when there are number of unemployed people who are either so far off that they do not know of the employment that invites them, or they have not the means of getting where they are needed.

The remedy proposed for this is that there should be a system of Government intelligence offices which would obtain and keep weekly or daily records of the unemployed people and of the places where labor is needed, with an arrangement that employers should guarantee expenses of removing laborers, the advances to be taken out of the wages, while all the laborers so transported, but refusing to work, should be punished for obtaining advances under false pretenses.

In discussing the problem of the unemployed, it must not be lost sight of that not all the idle laborers are so as a result of misfortune. On the contrary, many are so through their own fault. It is a fact that, while the world is full of men, there are not enough of them who are worthy and reliable. The woful lack of good men is seen daily in the failures and losses in almost every line of business through the misbehavior, the incompetence and actual dishonesty of trusted employes, in both public and private business.

There can be no doubt that not only have enormous losses been sustained in this way, but important enterprises which, under better conditions, would have been successful and prosperous have been wrecked and destroyed and so utterly discredited that they were wholly abandoned. The present is pre-eminently the age of commercial and industrial enterprise, while business operations are so vast that their conduct must be entrusted to employes in various grades of authority, superintendence and control, so that not only are honesty and fidelity required, but the highest degree of ability, prudence and sound judgment is just as necessary.

But the defalcations, the criminalities, the incompetence and general moral and mental deficiencies of trusted employes are seen every day in the conduct of every sort of business, and the conclusion has come to be irresistibly impressed on the careful observer that,

while the world is full of men, there is an actual scarcity of men who are thoroughly reliable, faithful and capable. The same rule must apply to the humbler workers. How many of them are mere eye-servants, endeavoring to do as little as possible for their wages, having no regard for their employer's interest and intent only on getting out of him all they can.

It is not surprising that the ranks of the unemployed are in ordinary times largely made up of those who are known to be unreliable or incompetent. If an employer finds it necessary to reduce his expenses and to discharge a part of his force he will always be most ready to part with those who are least useful and least faithful. These are the men who are first to lose their places and the last to secure others, and they finally reach a condition where nobody who knows them will give them employment, and they continue to swell the ranks of the unemployed and become the worst enemies of all honest laborers.

Of course, this rule does not apply in times of financial panic and great financial and industrial depression. Then business firms fail and factories are stopped, and armies of men are turned out upon the world for no fault of their own, and for no fault of their employers, but by much the same process as a destructive conflagration, or a flood, or an earthquake turns people out of their houses. The good and the bad, the industrious and the idle, the faithful workers and the loafers, all suffer together. But when there comes a revival of business, the good and honest and faithful men are always the first to get places.

It is always easier for a man who has employment to get a better place than it is for one who is out of employment to get any place at all, and a man who remains a long time out of work in any average period of fair business will always find that, whether he deserves it or not, there is some unfavorable reflection resting on him. Many a man refuses to accept employment because the place offered is not to his taste, or the work is too hard, or the hours are too long, or because something is wrong with himself. Such a man prefers to live in idleness and loaf on his friends, and does not want to work.

In considering the problem of the unemployed, many questions are to be examined, and, in seeking to provide a remedy, the idle and the criminal among the unemployed should not be allowed to profit by the benefits that are intended only for those who actually deserve them.

The grain receipts at the port of Buffalo for 1897 up to Dec. 1 (including 11,000,000 barrels of flour estimated as wheat) show an aggregate of 240,000,000 bushels. Probably no other inland city in the world can in this particular make such a showing as the city which sits at the foot of the lakes.

Another Utopian scheme has gone to the wall in the failure of the co-operative colony called New Australia, in Paraguay. The colony was started in 1891, and for a time all went well, until it developed that a portion of the settlers did all the work and the remainder did the loafing.

Prince Bismarck has been heard to say that he would rather find a cure for rheumatism than have all the titles of Europe conferred upon him.

The reports coming from Europe generally indicate that, whereas there has been much activity there for several years past in many lines of industry, there is now an unfavorable turn and there is stagnation and depression to a considerable extent. This is attributable, of course, very largely to the failure of crops in the Old World and the bountiful harvest here. This has added to the demand and increased the price for American grain, thus placing in circulation here a large amount of money which under ordinary circumstances would have remained in European hands. After a time this condition will be overcome by the harvesting of more bountiful crops in those quarters of the globe which have not shared this year to the usual extent in Nature's bounties, but some months must elapse before that event, and they ought to be favorable ones for the people in this country.

Lots of people recommend beer as a beneficial beverage when taken in limited quantities. They argue that malted hops and barley are appetizing as well as nourishing. If all beer were really made of hops and barley the friends of beer would probably have the better of the argument. But is it? Recent analyses of various kinds of beer indicate the presence of alum, capsicum, calamus root, carbonate of potash, caraway and coriander seeds, copperas, cocculus indicus, ginger root, quassia chips, wormwood, cream of tartar, nuxvomica, strychnine, ground oyster shells, etc. What is more, new methods of making this popular drink are being found every day, and, as the newer ways seem to have the preference, it is possible that within a few years beer—the real, genuine article—will be something unknown to commerce.

On the cranberry bogs of Wisconsin descends every autumn an army of pickers, composed in the main of Poles, Indians and halfbreeds, the Indians being considered the best pickers, because they never strike and always accept the prices offered by the overseers. The general rate of wages is \$1 a day, with board. They bring their lodges and tepees with them, and camp on the field. The Indians will not begin work until 9 o'clock in the forenoon, and stop at 4 in the afternoon, no matter how pressing the conditions of work, and entirely disregard the urgency of their employers and overseers.

The Supreme Court of California has decided that under certain circumstances a woman may be compelled to support her husband. This decision was rendered in the case of an aged and infirm spouse who was deserted by his wife. The wife was ordered to pay the husband \$24 a month.

It is said that 4,000,000 false teeth are made annually in the United States. A statistician has been figuring on this output, and supplements it with the statement that one ton of gold and three tons of silver and platinum are used during the same period in filling old stumps.

An American traveler in England has discovered that of the material used in constructing the street trolleys in Birmingham, the rails were made in Pittsburgh, the cars in Philadelphia, the boilers in Erie, the engines in Milwaukee and the electric fittings in Schenectady.

**The Importance of a Pure Food Supply.**

However valuable may be the suggestions offered from time to time in matters pertaining to other lines of hygiene and sanitation, there can be no question that the articles concerning diet, which appear in the columns of the American Journal of Health attract a greater amount of interest than is attracted to any other one subject. Particularly has this been the case as regards reports relating to articles of food sold in the markets and which have been made the subject of careful examination upon the part of the editorial department of this journal. As all such investigations are secretly conducted and in no case is a charge made for the publication of an endorsement when the merits of the goods deserve such praise, the value of such editorial suggestions can scarcely be overestimated. The fact that the reports in question are made in response to enquiries of our subscribers and not at the solicitation of manufacturers commands a respect and confidence not bestowed upon paid puffs and "write-ups" which are unfortunately too common.

In keeping with the above methods, and at the request of many readers, we have recently investigated concerning the merits of Fleischmann's Compressed Yeast, with a result that must be gratifying to those who insist upon utmost purity in all food articles entering the household. Through the medium of our Secret Enquiry Bureau, involving confidential enquiries to competent authorities who are thoroughly familiar with the product, but not at all interested financially in its manufacture, and by means of samples of the same obtained in open market, we have satisfied ourselves beyond all question or doubt that Fleischmann's Compressed Yeast is essentially pure and wholesome and can be added to the family menu with the assurance that good health as well as appetite will be catered to in its use. Housekeepers should insist upon having this superior article, as there are so many questionable food products in the markets that, unless intelligently advised, the health of the entire household may be imperiled.

As regards the high standing and responsibility of the manufacturers, too much praise cannot be said, for our investigation shows that intelligent and discriminating purchasers have learned that the name of Fleischmann & Co., Cincinnati, Ohio, and New York, indicates unquestioned merit and quality beyond adverse criticism. However, the reputation of the house making any goods has no weight in our investigations, the same searching analysis being made in this case as in all others, and the product was judged solely upon its own merits, with a result that most thoroughly demonstrates Fleischmann's Compressed Yeast is eminently deserving of a place among the high-grade and healthful food articles of the day.

"Tell me what you eat and I will tell you what you are," says the old proverb, and modern dietetics lends additional emphasis to this great truth. Those who eat the best will live the best, will think the best, will feel the best; for perfect health can be assured only by securing the choicest in every line of the food supply, and in this connection we would editorially say that a more wholesome and nutritious product than Fleischmann's Compressed Yeast is not to be had. From the standpoint of the physician, the hygienist and the housekeeper it is all that could be desired.

S. J. THOMAS, M. D.

## Shoes and Leather

### Are Employers Too Generous with Good Advice?

Tom Moreland threw one leg over the other, hitched his trouser leg up a little at the knee, laid his arm along the back of the settee behind me and began to talk.

Tom is a shoe salesman in a fair-sized store and has had considerable experience in his line.

"I wonder," he said, "if a clerk is ever spoiled by over-advice."

"Give it up," I replied, knowing that he had a grievance to air and that his airing it would interest merchants generally. "Why?"

"Why? Well, because we fellows who sell stuff, from bacon to boots and from sauerkraut to shoes, are everlastingly being advised and if we were to attempt to follow all the instructions given us in the papers we would find ourselves in a worse condition than the perfectly healthy man who casually glanced over a patent medicine prospectus and immediately went out to order his coffin."

"Who are you hitting at, Tom," I interposed, "me or some other unfortunate? If it is me, 'lay on, Macduff.'"

"If the shoe fit, wear it," exclaimed the shoe man with a smile. "I am making no specific charges, but the fact remains that we are advised to death."

"Well, you seem to have thrived on it, old man."

"Yes; because I have taken what suited me and let the bulk of it go."

"I subside. Fire away."

"All right. What I wanted to get at was this, that not a half hour ago I read in a trade paper a chunk of advice written by somebody I never heard of before, arguing that the biggest mistake a clerk could make was to try to sell goods."

"How's that?" I asked.

"Well, not exactly that, but what he did say was that when people were just looking, the clerk should not ask them to buy."

"You think he should, then?"

"Of course. Suppose you came in here because you saw a shoe in the window and just wanted to look at it. Should I go get the shoe and let you look at it, or should I have you sit down, pull off your shoe, put the one called for on and try to sell it to you? In short, what am I here for? Am I here to sell goods or merely to exhibit them?"

"What do you think about it yourself?" I asked.

"Simply this, that if the 'old man' sees me let a man go out without purchasing he wants an explanation, and no matter how good it may be he stores these things up against me. He pays me to sell goods."

"Just so, and in your case the advice does not apply, for this reason, that you sell only men's shoes and can do with men what women will object to. Nine men out of ten you can 'jolly' along and they will not get angry where women would leave the store in a huff. You can reason with men. Women you must handle with kid gloves. The weak feature in this advice that you object to lies in the fact that it is too broad. I believe that with ladies the rule is not a bad one."

"Perhaps not," acquiesced Tom.

"After all, it depends on the clerk. You know that some clerks can talk to

a customer in a way that would be resented in any other salesman."

"Yes, that's a fact. Take Billy Blank, for instance. He has a big personal following, yet he treats customers in a way that is akin to shabby. If I should talk to a man as he does—and he talks to strangers just as he does to his old trade—I should expect to get cut so short I wouldn't have breathing room left. He's so familiar. He doesn't give more than half attention to the man; tells him to sit down, takes off the customer's shoe as if he hated the job, gets down a shoe and tells him to put it on. Billy doesn't work. He's too fat. But he sells the goods."

"Correct, and yet he doesn't carry such a big trade with him as you would think. Remember he has been selling shoes here a good many years."

"I don't know," objected Tom, "he has quite a bunch of trade behind him. But really I don't see how he holds it. He tells a man any old thing. I don't care how stale a thing the shoe is, he tells his customer that it's the very latest wrinkle and all the cheese."

"Think it pays?"

"No, I don't and I don't follow the practice. I try to tell a man what is right. Somehow I can't stand up here and tell a customer that the Razor toe is coming back in again and will be all the rage in the spring. I don't find it necessary either. There are enough men who don't care about style to get rid of goods that are not too far out of date. When a man asks for a latest style shoe I bring out the latest style and tell him what I know about it."

"I believe you are adopting the wisest course, Tom. But we have drifted off our subject."

"Of too much advice?"

"Just so. Now, most of this advice is the result of personal experience. A man or a woman goes into a store and is waited on by a clerk who doesn't know his business and he or she is disgusted. Other clerks are warned to steer clear of this one's methods, but as I said before, the advice cannot apply to all alike. It makes a great deal of difference who the clerk is."

"Again, this advice is merely meant as suggestion and I must agree, Tom, that it is usually mighty good suggestion, too. If some of the clerks I have had wait on me had pasted a good deal of the advice I have read in their hats and followed it in their conduct they would have sold more goods and gained more friends among customers."

"Probably that's so," commented Tom.

"I know it's so, Tom, and another thing, I believe every clerk will gain by giving heed to every suggestion he comes across, consider it and convince himself whether it will or will not benefit him in his own sphere, rather than condemn them all because some fail to fit his case. Here comes a customer. I'll slide out. So long."

"Good night, old man. Come in again," yelled Tom as I closed the door.—Shoe and Leather Gazette.

### Tit for Tat.

Grocer—You butchers have a soft snap. You weigh the bones with the meat, and charge meat prices.

Butcher—I don't see as you have any call to talk. When you sell Swiss cheese don't you weigh the holes, and charge cheese prices for them?

An ordinance in Cleveland permits a Hebrew who observes the Sabbath to keep his billiard saloon open on Sunday, but fines non-Hebrews who may play billiards therein.

### What Does the Dealer Owe to the Consumer?

E. T. Abbott, in St. Joseph Journal of Commerce.

He owes him prompt service and fair deals. He should furnish him the best goods he can for the money received. He owes him a truthful statement about all goods sold, prompt delivery and courteous treatment at all times. He owes the consumer protection, in so far as lies in his power, against every form of adulteration. He owes it to the consumer not to deceive him in any way, either by his advertisements or words spoken face to face, and that he be not a party to any kind of fraud which the unscrupulous, for the hope of gain, try to perpetrate on the public by the use of false or deceptive labels; that he refuses to handle any kind of goods which are not what they appear to be on their face.

In conclusion, they each owe the other mutual respect, confidence and forbearance, recognizing the fact that their

interests are identical, and there should be no clashing between them, nor any disposition of one to try to cast reproach upon the calling of the other.

### A Miser Punished.

A miser once lost a bag containing a hundred pounds, and, advertising his loss, offered ten pounds reward to any person restoring the bag to him. A poor man found it and brought it to the miser, who refused the reward, saying that the bag he had lost contained a hundred and ten pounds. The bag had all along been sealed, and the parties were brought before a judge. The judge opened the bag, and said, "How much did your bag contain?"

"One hundred and ten pounds," said the miser.

"Oh," said the judge, "then this cannot be your bag, for it contains only a hundred pounds." Saying this, he handed it to the poor man, telling him to keep it until the right owner turned up to claim it.

## We Manufacture

Men's Oil Grain Creoles and Credmeres in 2 S. and T. and ½ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and ½ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedcor & Hathaway Co.'s shoes in Oil Grain and Satin. It will pay you to order sample cases as they are every one of them a money-getter. We still handle our line of specialties in Men's and Women's shoes.

We still handle the best rubbers—Lycorning and Keystone—and Felt Boots and Lumbermen's Socks.

## Geo. H. Reeder & Co.,

19 South Ionia Street,  
Grand Rapids, Mich.

## CHILDREN'S SHOES!

### THE LITTLE SIBERIAN.

1 TO 4. SOFT SOLE.  
SATIN QUILLED. FUR TRIMMED.



\$6.00 per Dozen.



HIRTH, KRAUSE & CO.  
GRAND RAPIDS.

## Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

## Boots and Shoes

Our Lines and Prices for fall are right. We carry a full line of Warm Goods—Felt Boots and Socks; also, Boston and Bay State rubber goods. Your business is solicited.

**Good Things Said by Up-to-Date Shoe Dealers.**

A strong bid for your shoe trade. We figure that if we can offer you better shoes for less than you have been paying you'll trade here. That's what we've been doing ever since we opened this department—and the business we have done shows that you are appreciating it. To-morrow we shall offer some exceptional values just for the one day—and if you will compare them with what others are offering you will see just what remarkable bargains these are.—Goldenberg, Washington, D. C.

"How can I tell whether the welt of a shoe really is hand-sewed?" you ask. Do you know what the old doctor said when asked how to tell a mushroom from a toadstool? "Eat it; if you live, it's a mushroom; if you die, it's a toadstool." The same way with shoes; wear them. If the welts really are hand-sewed, it will show in the wear, and your cobbler will tell you so when he puts a sole on them. But all styles of cheap shoes are being called "hand-sewed welts." Use your good sense. If you were told that a \$1.48 watch were solid gold, would you believe it?—Gimbel Bros., Phila.

Patented things are expensive, say all—and all cannot be mistaken. The best articles are protected by patent—and royalties to the inventors cost money. So women have been paying \$5 or more for the Kee-Cushion shoe, and have been getting usual shoe value with the advantage of the patented part that makes the shoe wonderfully flexible and comfortable to the sole of the foot—a felt inner sole. But the felt took up room and left less room for leather—and the shoe left the foot susceptible to dampness. It set the shoe chief thinking. The result is ready—women's Kee-Cushion shoes with extra cork sole—still flexible and now practically damp-proof. We pay royalty and the extra cost of the best cork sole—the patented shoe made better—and sell the improved \$5 shoe at \$2.40. Button and lace; quite dainty shoes with patent leather tips. It is a triumph in shoe selling.—John Wanamaker, Phila.

Ever have a nail in your shoe to give your foot misery, not to mention damage to stockings? Maybe you think all shoes are that way. Gimbel's hand-sewed welt shoes have no nails or lumpy threads to hurt the feet or wear out the stockings. The hand-sewed welt insures a smooth inner surface and makes them easy and flexible to the foot. Gimbel Bros., Phila.

Shoing the foot is not always an easy undertaking; although this country has been making shoes for several hundred years, continued change of last and new factories going into operation continually present to our notice the depressing fact that all shoe factories do not know how to make shoes. We think it is as important, however, to you that you secure a fit in buying shoes. This we are able to give you, whether it be in a low-priced or a high-priced shoe. These results are secured by simply knowing where to buy goods that fit. Davis Shoe Co., Salt Lake City.

We don't make shoes, but we do buy leathers when the right kinds at right prices come our way. We turn them over to shoemakers to be made up into shoes for us.—John Wanamaker.

Of course we are in business only for fun and amusement. It's fun to see how good a shoe we can give you for a small price, and it's amusement to try and suit every one. Bicycle shoes? Yes—the best are here.—Shoe Ad. Syndicate.

The "Jenness Miller" shoe at \$3.50 ushers in a "new era" of foot comfort for women. As Mrs. Jenness Miller writes: "It is the only shoe that can be worn comfortably from the moment put on new until worn to the point of discarding." Mrs. Jenness Miller only allowed her name to be used after she had satisfied herself by practical wear that it conformed fully to her ideas of a perfectly easy, comfortable, graceful and durable shoe.—Crocker's, Washington, D. C.

Thanks, good friends, for the many kind words and wishes of yesterday. We mean to deserve the best you can

say of us. We mean to deserve it by giving you the best shoes that can be had at the prices, and service equal to any that can be had at any price.—P. T. Hallahan, Phila.

A lady said to us: "This is the only place where I can always get shoes which suit me in every way. That's the point exactly. The shoe store that is worth the most to you is the store where you can always be perfectly satisfied with whatever you get—with the fit, with the price, with everything.—George F. Streit, Altoona, Pa.

**Survivals**

I.  
A thousand acorns through the mold,  
One summer in the days of old,  
Burst forth into the sun and breeze  
To grow into a thousand trees,  
To fight the storm and brave the cold,  
And live through many centuries.

There came a keen, untimely frost;  
Five hundred infant oaks were lost,  
And then the herds that chanced that way,  
The browsing kine and lambs at play  
Among the hillocks greenly mosed,  
Cropped down four hundred in a day.

A hundred oaks were left to grow,  
But fourscore perished in the snow;  
And of the score that still remain  
Ten fall before the hurricane;  
Ten challenge all the winds that blow  
And cast their shade o'er all the plain.

And, as the years pass on, one oak  
Lies shattered by the thunder stroke,  
And one is felled, the woodman's prey;  
One falls through its own heart's decay;  
One in the whirlwind's fury broke,  
And two the torrents swept away.

Four oaks now toward the sun aspire;  
One falls before an earthquake dire,  
And one is dragged away in chains  
A keel to plow the ocean plains;  
One withers in a forest fire,  
And one— one only oak—remains.

And there it stands, the centuries' pride,  
The monarch of the mountain side,  
Blessed by five hundred summers bland,  
By breaths of ferny fragrance fanned;  
But no one, notes the oaks that died—  
They are forgotten in the land.

II.

Each summer 'mid the waste and weeds  
Doth Nature sow immortal seeds,  
And scatter over field and fen,  
Through tumbling gorge and babbling glen,  
The seeds of men of mighty deeds,  
Seeds of a thousand deathless men.

A thousand men of loftier strain,  
Of ampler soul and subtler brain,  
By Nature's unexhausted hand  
Are sown each year in every land—  
Strong men and dowered to attain  
The heights where the immortals stand.

But many in a sordid age  
Yield up their birthright heritage,  
And, scorched by traffic's poison breath,  
Their germ of grandeur withereth;  
For tinsel, tags and equipage  
They give their better parts to death.

And some forget their mighty trust,  
Through weakness mixed with human dust,  
They burn with phosphorescent fire  
Engendered in the slime and mire;  
Are torn by tigers of their lust  
And slain by dragons of desire.

And some from their high paths depart  
Through inborn cowardice of heart;  
Some fall unnoticed in the stress,  
Of their unneighborly loneliness;  
Some freely choose the baser part,  
And greatness yields to littleness.

And some whose tainted blood is rife  
With poison at the core of life,  
Who cry, "The fault is not in us!"  
But Fate will pause not to discuss—  
They perish in the unequal strife  
Who fight with beasts at Ephesus.

And some send out their branching shoots  
But perish from unwatered roots;  
Some, smit by sorrow's thunder-stone,  
Go down at midnight and alone;  
Some, charmed by pleasure's shawms and flutes,  
Play no high music of their own.

III.

A thousand men were sown broadcast—  
Mayhap but one survives at last;  
He shapes our thoughts and rules our ways,  
And lives an endless length of days,  
And mates the mighty of the past,  
Enshrined in Pantheon pomp of praise.

Immortal are the songs he sings,  
And deathless is the word he brings;  
Aye, deathless is his very breath,  
For far his long thought journeyeth;  
But, ah! his termless life— it springs  
From the dark soil of many deaths.

We see the oak in all its pride,  
But not the thousand oaks that died;  
We see the human demigod,  
But not his peers beneath the sod—  
The lost unknown who fell beside  
The path his victor footsteps trod.

SAM WALTER FOSS.

**Association Matters**

**Michigan Retail Grocers' Association**

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

**Michigan Hardware Association**

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

**Detroit Retail Grocers' Association**

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, N. L. KOENIG.

**Grand Rapids Retail Grocers' Association**

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

**Saginaw Mercantile Association**

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWERMER.

**Jackson Retail Grocers' Association**

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

**Lansing Retail Grocers' Association**

President, F. S. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

**Adrian Retail Grocers' Association**

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, GEO. M. HOCH.

**Traverse City Business Men's Association**

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

**Owosso Business Men's Association**

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

**Alpena Business Men's Association**

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

**Grand Rapids Retail Meat Dealers' Association**

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

**St. Johns Business Men's Association.**

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

**The Leader of all Bond Papers**

Made from New Rag Stock,  
Free from Adulteration,  
Perfectly Sized, Long Fiber

**Magna Charta Bond**

A paper that will withstand the ravages of Time.

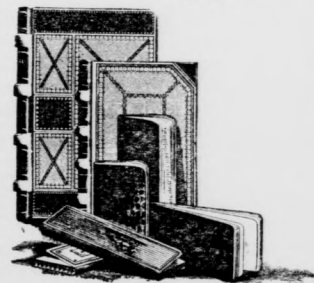
Carried in stock in all the standard sizes and weights by

**TRADESMAN COMPANY**

Manufacturer's Agent,  
GRAND RAPIDS.

My prices on all

**Office Supplies**



Will save you money.  
Mail orders a specialty.  
Will M. Hine, 49 Pearl St., Grand Rapids

**Herold-Bertsch Shoe Co.**

**Wholesale**

A General Line and a GOOD one at that.  
Values that are Rock Bottom.

5 and 7 Pearl St., Grand Rapids, Mich.



You now need . . . . .

**RUBBERS**

Order them of

**W. A. McGraw & Co., Detroit,**

Whose stock of Boston and Bay State goods is the Largest and Freshest of any house in the country.

Try us on Mail Orders.

### The Marvins' Christmas Tree.

Written for the TRADESMAN.

There was no doubt about Christmas in that house that year. There was no work for father and none for brother Tom, and there had been none for three months and the cold weather was growing colder every day and they all did need everything so much. So it was simply out of the question and yet, "if we only could get something nice and pretty and comfortable for Papa and Mama, and something for Tom which he wants and thinks he can't have, wouldn't it be just splendid!" and Mary Marvin—yes, if we go back far enough we shall find that she belongs to the Marvins of the good old New England times—and her brother John, the one thirteen and the other thirteen, too, were silent for a little while, thinking with all their might.

"I'll tell you what I might do, John, and I will. I'm going to the Wilingtons' this very minute and ask Mrs. Wilmington to let me come every day and help about the house. They have lots to do, and it comes just at the very time when Mama needs me least. Come on, Mama," she called, "Johnny and I am going up the road a little ways. We won't be gone long;" and away they went, telling what they would do with the money, "if Mrs. Wilington only would."

"Yes, and while you are doing that, what am I to do, I should like to know?"

"If you were only stronger, John, you might see if anybody had any wood to saw; but I'm afraid you couldn't do that. I'll tell you what you might do: see if Mr. Williamson doesn't want you to carry bundles—no, you can't do that because you have to go to school." Then with an explosion, "John, I know what! and there's time enough to do it! Don't you know what a lot of spruce are growing in our north woods? Why can't we sell some of them for Christmas trees? That's what some children did somewhere that I read about and they were no older than we. They cut spruce and sold them and got a lot of money for them. While I am talking with Mrs. Wilmington, why can't you go on to the store and ask Mr. Williamson what he thinks about it? Tell him what you want to do, and I shouldn't wonder a bit if he told you to go ahead—and if he doesn't, we can just the same."

So the boy left his sister at the Wilington gate and with a hope to gladden his heart he was not long in reaching the village store. Of course, the store was full. A boy never yet had an idea which he needed help in carrying out, without somebody, or several of them, getting in the way. First, there was a small army of customers to wait on, then Deacon Armstrong had something to talk about, and it did seem as if he never would get through; but at last, when it looked to poor John as if he should have to go away without accomplishing his object, the Deacon went out and the store-keeper turned to him.

"Well, boy, any—"

"Mr. Williamson! we've got a lot of spruces, and May and I want to cut some of them for Christmas trees. Will you buy them; and if not, won't you see if you can sell them for us in town? We do need the money so much; and May and I (here the boy went close to the store-keeper and with upturned face began to whisper) want to earn something for Christmas presents. Mama needs—" Here the whisper became inaudible ex-

cept to Mr. Williamson, who, at the earnest face and the eyes bright with something looking suspiciously like a tear, bent down to hear what the boy was saying.

He listened until the whispering stopped. Then, putting his hand on the boy's head, he said: "Yes, I will. You bring me seventy five or a hundred likely spruces and I'll give you a dollar apiece for them. You'd better get them here by the fifteenth, for I shall want to ship them by that time. Do you think you can do it?"

"I know I can!" and, with a heart so glad that he forgot to thank the store-keeper and had to go back to do it, he started for home as fast as his legs could carry him. He had not gone far before Mary came in sight. Crying? As true as I hope to be remembered at Christmas time, the child was crying as if her heart would break, and I am convinced it would have broken if she had kept on much longer. When, however, she saw John on the run, with his face fairly glowing with the good news he had to tell, she stopped in the very middle of a sob, for John gave a tremendous whoop which the hills took up and sent echoing down the valley.

It didn't take him long to tell his story, and by that time Mary didn't want to tell hers, which has already been guessed, for there were things more important to talk about. Should they keep—or try to keep—to themselves the great news and the great undertaking, and, when Christmas came, just give the family a Santa Claus visit which they would remember all their lives; or would it be better to tell mother and so save her three weeks of planning to make a Christmas of some sort for them out of nothing? When the thought came of saving mother a little worry, it didn't take ten seconds to settle the question, and by that time it wouldn't have been safe to ask Mary if she had been crying; and if her nose did look like a ripe red cherry, doesn't a brisk walk on a raw December day sometimes redden noses as well as cheeks, I should like to know?

Once in sight of the house and near enough to see their mother at the window, they could hold in no longer, and a whirlwind of swinging arms and flying feet and ringing shouts heralded their coming. An open door received them and, in much less time than it takes to write it, the good news was told.

Tom found his tongue first.

"Mary Marvin, you are a jewel, that's what you are! a genuine white diamond of the first water without a flaw! And, as for John, popsy, just as soon as the spruces have been cut and delivered and paid for, you give him a nickel, and I'll give him something he can't buy at the store every day; won't I, old Johnibus?" and he made such lively manifestations of immediate delivery that Master John took to his heels at once, while Mr. Marvin, with a lighter step than he had had for many a day, went to see if the store-keeper was really in earnest. There was no mistake; and the four—for Mary insisted on doing some excessively heavy looking on—were not long in getting to work.

I suppose there never was a happier family than the Marvins from that time on—there couldn't be. Every axe-stroke was a note of praise and thanksgiving; and, when the last spruce was delivered and Father Marvin came home with one hundred dollars, it did seem altogether too good to be true!



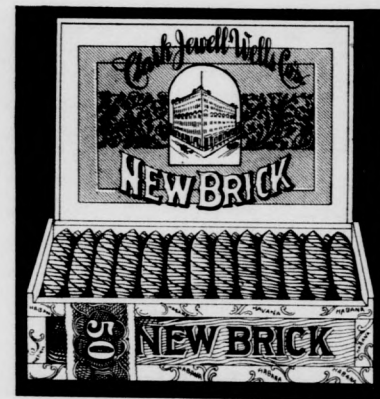
Next to the satisfaction involved in handling

**Pillsbury's Best Flour**

and

**Old Fashioned Lard**

is that of being able to give your customers a good cigar.



**These will increase your Holiday Trade.**

Include some in your order when our traveling men call on you.

**Clark-Jewell-Wells Co.,**

**Grand Rapids, Mich.**

Then it was that the real fun began. Such going about with thought-contracted eyebrows! Such consultations, now here with one and now there with another, that house had never seen before. Only one question was presented and disposed of "openly and above-board," and that was a Christmas tree. John said he thought of it first; but he didn't—'t was Tom, although there was no discussion about it. There was no time for any. It was hardly out of Tom's mouth before everybody said "Yes" with a promptness that suggested a week's drill at least; but, when the boys insisted on going after one at once, Father Marvin suggested that they take a good look in the shed before they started for the woods. Sure enough, there "It" was, the handsomest tree of the lot!

That tree didn't stay there long if it was three or four day before Christmas. Tom took it up bodily, and didn't put it down until it was in the little parlor. Then, when John had been told to bring in the big block with a hole in it, which he would find in the shed, they all looked at "Popsy" and gave him the credit of thinking first of the home tree, after all. So the Christmas tree was put in place and found to be just high enough for the Christ Child to be placed at the top. John just wished they had it now; and there stood Mrs. Marvin with it in her hand!

"Well done, Mother!" exclaimed Mary. "Step on this chair and put it in place your own dear self. There! Isn't it lovely! How I wish we had some candles, so we could fasten them on now."

"Will these do?" asked Mr. Marvin as he unwrapped a paper with a full supply of the little beauties.

So the candles were all put on; and, from that time on, it seemed to the whole household as if the out-stretched arms of the Bethlehem Baby had indeed brought "peace and good will to men." All through the joyful preparations it followed them, and never a gift was fastened to the tree or placed beneath its branches that the giver did not feel its silent benediction. They lighted the candles and it crowned every flame with a halo. The Christmas fire was lighted on the hearth and it blazed and roared at the shadows dancing on the wall; and even the firelight seemed to catch something from the Christ Child which added to the cheery welcome to those who came in—for, of course, the Marvins were not alone that blessed Christmas Night.

When it was all over, when the guests were gone, the lights put out and the house was dark and still, Mary Marvin, in the quiet of her chamber, thinking of the Christmas time now over, of the friends and the feast, of the firelight and the candles, and above all of the Christ Child, crept softly down the stairs to the deserted parlor. And there, she says, above the head of the Infant Christ, was penciled upon the dark a ring of light as bright, she thinks, as the glory was that shone around the shepherds as they watched their flocks by night!

It may be so, it may be that she dreamed, but this I know: the peace and good will that came with the Christmastide to the Marvins stayed with them; and the prosperous years which followed—and they were many—began with them that year when they fastened the Christ Child to the Christmas tree and feasted with their friends under the shadow of its flame-spangled, gift-burdened branches.

RICHARD MALCOLM STRONG.

#### Aerial Navigation Still Attended with the Dangers of a Century Ago.

Written for the TRADESMAN.

Perhaps no single invention that has ever occupied the attention of mechanical genius all over the world has made such slow progress towards practical utility as the science of ballooning. The stories of balloon ascensions, the experiences and casualties of aeronauts, are the same from year to year. The same foolhardy daring of 125 years ago, and not a single step nearer to any practical, enduring benefit to mankind!

I do not recollect of any attempt to make ballooning of practical use except in taking observations in the field of contending armies; and these are only ascensions firmly anchored and could not in any sense be called aerial navigation. Every year brings the thrilling newspaper accounts of aerial voyages ending in accidents, and sometimes the blood-curdling details of a fall from above the clouds.

From a volume of newspapers published in 1786 I copy an account of a balloon ascension that took place in Edinburgh, Scotland, which reads very like those we get from year to year during the ballooning season in this country. This is published under the headlines, "Foreign Intelligence Three Months Later Than Any Before Received." It seems almost incredible that three months could elapse between arrivals of news from a people with whom we are in daily intercourse at this year of our Lord, 1897. Under the same headlines I find news items of three months' staleness from London, Berlin, Amsterdam, Paris, Naples and Madrid. Here is the quotation referred to:

Edinburgh, December 22, 1786—Yesterday, Mr. Lunardi made his fifth

aerial voyage in Scotland and his second from Edinburgh. He took his flight from Heriot's Gardens at one o'clock. The balloon ascended very rapidly, passed over the city and Carlton Hill at a great height and, taking a direction eastward, seemed to go towards the Isle of May. The day was clear and he was in sight from Carlton Hill at two o'clock. This proved to be the most dangerous voyage he had hitherto undertaken. He was seen through a telescope to reach the sea near Gulliness to the west of Dunbar, and three boats were very near him. This observation was confirmed by the arrival in town to-day of some fishermen who picked up Mr. Lunardi. The account they give is that he was floating in his car when they set off to his assistance. Although very near him, he was dragged through the sea by the balloon at so great a rate that it was three-quarters of an hour before they came up with him, when they found him up to the breast in water and very much benumbed with cold. When they got up with him he was six miles from land. He informed them of his anxiety to save his balloon; but, unfortunately, when Mr. Lunardi left the car and went into the boat, the balloon, relieved of his weight and not being properly secured, arose with great rapidity, carrying the car and contents, including Mr. Lunardi's great-coat and hat. His sword, being in his hand when drawn into the boat, was saved and he presented it to the fishermen as a token of their being his preservers. They presented it this day to the Council Chamber, and were suitably rewarded for delivering Mr. Lunardi from his perilous situation.

W. S. H. WELTON.

Propos of the new spider silk, a Philadelphia manufacturer has discovered in an old book on color, dated 1814, an account of attempts to promote spider silk culture, which failed because the spiders, when brought together, fought to the death down to the last survivor.

## Indispensable to Business

The only official, authenticated **Map** published, of the State of Michigan. Authorized, examined, approved and certified by Seybrant Wesselius, State Commissioner of Railroads, and Wm. A. French, State Land Commissioner. It is absolutely correct and revised to January 1, 1898. It contains every town, village, railroad and county line, including the entire Upper Peninsula; also a complete key showing location and population of every town (census of 1897), and contains no advertising. It also shows a part of Illinois and Wisconsin. Printed in four colors, 36x48 inches in size, on 175-lb. No. 1 book paper. This splendid map will be sent, postpaid, securely wrapped in heavy paste-board tube, for **Fifty Cents**—your money back if you are not satisfied. Guaranteed far ahead of any map published, which publishers sell for \$1.00.

We also publish the **Michigan Map Portfolio**, a 24-page pamphlet on heavy book paper, containing ten complete maps in colors, showing Congressional, Senatorial, Representative and Judicial Districts; also all railroads and many other features not found elsewhere. In its pages are found complete statistical information regarding all governmental and other state matters, including State Institutions and State Officers—their duties and salaries. The cover is handsomely embellished with photo-engravings of the State Capitol and the Great Seal of the State. The cost of this extremely useful book is but **Twenty-five Cents**, upon receipt of which we will send it, postpaid. Or, we will send both Map and Portfolio, complete, to any address, postpaid, for **Sixty-five Cents**. Every citizen and business man needs them. Send your order at once.

The Michigan Map Co., 1102 Majestic Bldg, Detroit, Mich.

## Fruits and Produce.

### Dime Museum Methods in the Meat Trade.

From the New York Butchers' Advocate.

An old Oshkosh butcher who was in New York last week on a visit stood in front of a butcher shop in open-mouthed amazement, and finally gasped: "What is this? A bunco game or a circus?" The old gentleman's question is excusable. Instead of seeing a neat-looking store, with a smiling proprietor inside, he saw an array of blue and red lettered signs, with a fierce-visaged man standing in the doorway of the market glaring at the proprietor of a rival shop across the way. He saw the man across the street rapidly tear down a sign which said, "Chopped beef, 10 cents a pound." By and by he reappeared with the sign and hung it up again, but this time it said, "Chopped beef, 9 cents per pound." Then the butcher who had first attracted his attention rushed into the store and was hid by the signs for a moment, and when he reappeared he hung up a placard saying, "Chopped beef, 8 cents per pound." By this time the man from Oshkosh was interested, and began to soliloquize on what the business once was and its present position. He was awakened from his reverie by the clanging of a gong, and turned to see a wagon coming along the avenue. It had white muslin sides covered with letters a foot long, and he read: "Go to Getpoor's Giveaway Beef Company. Souvenirs with every order. Chuck steak 6 pounds for a quarter. A pound of fat free with each pound of meat. Meat for your cat and dog free when asked for. A two-pound soup bone free with 5 cents' worth of soup meat. Chopped beef, 7 cents per pound. Don't forget the number. Come. Your care refunded. We also give trading stamps." The Oshkosh butcher pinched himself to see if he was dreaming, shook his head sadly, grasped his pocketbook tightly, and started for home, whistling softly to himself as he took a parting glance at the rival butchers. "It don't seem like the same old smile." The above is a faithful picture of the retail butcher business as it is conducted in New York and Brooklyn to-day, told in a way that makes the situation clearer and is at the same time entertaining. And the butchers say they cannot make money! Great Scott! how can they expect to when they sell their meat for less money oftentimes than they pay for it? The man who sells 6 pounds of chuck steak for 25 cents is a blank fool, and the man who sells chopped meat for 8 cents is a driveling idiot. Time and again we hear the complaint, "We cannot make money at the price we have to pay;" and each time we have said, "Advance your prices so that you can realize a fair profit." We have advised our readers to steer shy of the trading stamp scheme; some of them have. Now they are wallowing in the souvenir and premium mire. Instead of advancing prices, they are cutting them. Instead of cultivating the social spirit they should, they are becoming filled with animosity, one for the other. Get together, gentlemen. Cease this dime museum way of doing business. Turn your trading stamp sign to the wall, hide your souvenirs under the bench, give honest weight, get a fair price for your meat and make the retail butcher business the dignified one it once was.

### The Season's Dairy Trade.

From the Utica Herald.

Whatever disappointment the dairymen of Central New York may have felt over the decline in the price of September and October cheese this year, the fact remains that the cheese dairyman is much better off this year than he has been since 1894. The Utica dairy board has closed its sessions, and the annual report of the Secretary shows that the amount of cheese sold this year is 40,435 boxes more than last year, the average price for the season is nearly two-fifths of a cent higher than last year, and the total value of the cheese

sold is \$213,810 in excess of last year. Moreover during the season of heaviest production, he was getting prices that were 1½¢ more than in 1896; while his September-October stock, which is always much less in amount than the earlier make, sold at only 1½¢ discount from last year's. The advantage is therefore on the side of the heavier make of the early season and of the year as compared with 1896.

Further comparison shows that this advantage is not confined to last year alone. The transactions are also 11,928 boxes larger than they were in 1895, while the average price is .00622 better than in that year, and the total value \$136,600 more. Dairymen certainly ought not to feel discouraged by such results as these, and yet many of them seem to feel that, because their September stock sold lower than that of August, the whole market has gone to pieces. If every year could be a repetition of this year, and the heavy production of the summer months could be sold at high prices as compared with the smaller make of the fall months, the dairymen of this country would be thousands of dollars better off each year. The combined sales at Utica and Little Falls very nearly reach two millions of dollars, the actual figures being \$1,004,646. What other branch of farming in this section can begin to show such a record of actual cash received as this?

### The Export Butter Trade from a Canadian Standpoint.

From the Montreal Trade Bulletin.

Despite the advices from England, both by cable and mail, predicting a decline in the butter market, prices there have continued steadily to advance, and shippers here have been quietly picking up all the finest October and winter creameries they could secure at pretty firm prices sales being reported of a number of factories at 18½¢ to 18¾¢, and we hear of 10¢ to 10½¢ having been paid for choice winter made creameries. Stocks here are light, and there appears to be no great accumulation of late makes at the factories. In fact, it is reported that the bulk of this month's butter has already been secured. The total exports for the season of navigation, as stated by us last week, were 208,212 packages as compared with 157,097 packages for the corresponding period last year, showing an increase of 50,305 packages. The New York market is firm, and it now seems that the United States will have scarcely any to spare for export, consequently any demand from the other side will have to be supplied by Canada, whose stocks will not take long to deplete if the foreign enquiry assumes any large dimensions. It was stated to the writer by a Western shipper that he had received returns from England of a lot of choice October creamery, netting him 10½¢ at point of shipment. There is still a lot of early made creamery held here, which is difficult to dispose of, as the chief demand, both for the local and export trade, is for the finest qualities. There can be no question that our butter trade with Great Britain might be four or five times its present dimensions, and now that cold storage facilities are provided by rail and ocean transportation during summer, there should be no difficulty in doubling our exports next season.

### Unconscious Sarcasm.

From the Omaha Bee.

A clergyman famous for his begging abilities was once catechising a Sunday school. When comparing himself—the pastor of a church—to a shepherd and his congregation to the sheep, he put the following question to the children: "What does the shepherd do for the sheep?"

To the amusement of those present a small boy in the front row piped out:

"Shears them!"

An investigation of the spread of diphtheria among the pupils of the public schools of Baltimore has led to the conclusion that it is largely caused by the indiscriminate use of pens and pencils.

**Cranberries**  
**Grapes**  
**Celery**  
**Onions**  
**Apples**

All kinds of

## VEGETABLES

Ask for prices upon carlots or less.

**The Vinkemulder Company,**  
Grand Rapids, Mich.

## Potatoes -- Beans -- Onions

We are in the market daily; buy and Sell Potatoes and Beans, carlots; if any to offer, write or wire, stating what you have, how soon can ship.

**MOSELEY BROS.,**

2'-28-30-32 Ottawa St.,  
Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

## Harris & Frutchey

Wholesale Commission Merchants

Are a good firm to ship Butter and Eggs to.

60 Woodbridge St., W.,

Detroit, Mich.

## MILLER & TEASDALE CO.

**ORANGES** FRUITS  
NUTS  
PRODUCE

We have 100 cars La Barca and Sonora Oranges rolling, which can be diverted to any point; wire for prices.

601 NORTH THIRD ST.,

ST. LOUIS, MO.

We are in the market to buy

## PEAS, BEANS, POTATOES

Onions and Onion Sets, Clover Seed, Allsyke, Pop Corn, etc.

If any to offer, Telephone, Wire or Write us, stating quantity.

**ALFRED J. BROWN SEED CO.,**

24 and 26 North Division St.,

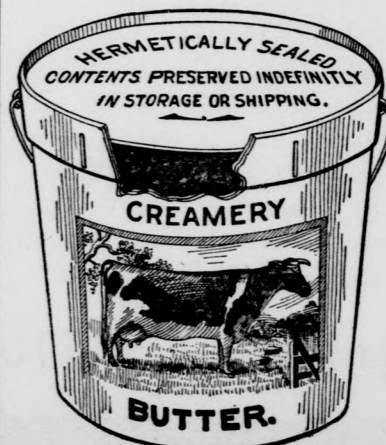
GRAND RAPIDS.

**APPLES** MICHIGAN GROWN  
NORTHERN SPIES.

**CAPE COD CRANBERRIES.**

Sweet Potatoes, Red and Yellow Onions, Spanish Onions,  
Honey, Lemons, Oranges, Bananas.

**BUNTING & CO., Grand Rapids.**



## Antiseptic Fibre Package Co.

Manufacturers of packages for marketing Lard, Jelly, Mincemeat, Candy, Coffee, Cereals, etc. Pay for themselves in securing higher prices. Always clean and attractive. Furnished printed. Cheaper than packages now used.

187-189 Canal Street,  
Grand Rapids, Mich.



**GOTHAM GOSSIP.**

News from the Metropolis---Index to the Market.

Special Correspondence.

New York, Dec. 11.—Contrary to the general run of the market for several weeks past, we have a firm tone to coffee. It may be only spasmodic, and certainly there can be no appreciation of rates, but at the moment we have to report a better run of enquiries, both by mail and wire, and from many parts of the country. Rio No. 7 closes at 6 7/8c. The amount in store and afloat is 1,028,000 bags, against 645,000 bags a year ago, when the price was 10c, and 14 1/4c two years ago. Foreign advices have been encouraging and altogether dealers are in a happier frame of mind than for some time. Mild sorts are steady and the quality of recent arrivals is very desirable. The tea market, too, is generally reported by the jobbing trade in more satisfactory condition and the better grades especially are active. Orders have been numerous enough to warrant one in believing that tea is a staple Christmas article. The recent advance in silver has created a firmer market abroad and the situation is rather more encouraging all around than for several weeks.

Refined sugar has been in fair request and, while no delay has been experienced in filling orders, the market closes strong and the general tone is encouraging. There is no apparent buying ahead of wants, but the everyday trade is flourishing. Granulated is without change in the list price, which has been 5c for a long time.

While Southern markets are reported strong, the rice situation here is one that is rather depressing, at least as compared with a month ago. A few small lots are moving, but this matter of "peddling" is not just the most satisfactory thing in the world for dealers. They want a "bustling market." Prime to choice, 5 1/2 @ 5 3/4c.

Pepper and cloves have been in good demand and the whole market is stronger than for some time. There has been no appreciable advance in quotations, but buyers do not haggle over rates. The invoice rate on Singapore pepper is 7 1/2 @ 7 3/4c; West Coast, 7 @ 7 1/4c; Zanzibar cloves, 5 3/4 @ 5 7/8c.

While no advance has taken place, there is a stronger feeling in molasses and orders have been decidedly more numerous than for some time past. This is practically true of foreign, as well as domestic, although there is no great abundance of the former here. Prime to fancy New Orleans open-kettle is quotable at 20 @ 30c; Porto Rico, 26 @ 33c.

Little interest has been manifested in syrups. Some lots of good quality went off at satisfactory figures, but the general market is slow and there will probably be a dull condition of affairs until after the holidays, as dealers are generally seeking to reduce stocks at this time.

Oranges from California and Florida have both sold freely and at good prices. The latter are well cleaned up and arrivals are quickly taken. Lemons are dull. Bananas are not in large supply and are held at \$1 @ 1.05 per bunch for firsts. Florida oranges are worth \$3 @ 4.50 per box.

Canned goods are generally firm, and especially is this true of tomatoes. Leading vegetables are selling at recent quotations and there seems to be a better supply of peas than other sorts. The general situation is a waiting one.

Dried fruits are quiet and dealers seem to have supplied themselves for the holidays.

The butter trade is very quiet. Best Western creamery is held at 24c, but a good deal of defective stock is arriving.

In cheese, there is a little more movement in way of export, but, as a general thing, the market is very quiet. Small full cream, 8 1/4 @ 8 3/8c.

Desirable Western eggs command 23 @ 24c. The market is firm and receipts of good goods are light.

**Eggs by the Million.**

From the Pall Mall Gazette.

Germany, next to Great Britain, is, according to enquiries that have re-

cently been made by the United States Consul at Stuttgart, the largest consumer of eggs in Europe. By the statistics of 1890, 50,000,000 chickens were reported in the Empire, and it was estimated that 3,500,000,000 eggs were supplied from this source, besides which there was an import of 176,368,000 pounds, valued at £3,500,000. In 1896 there was an import of 196,209,400 pounds, valued at £4,000,000.

Against this import we find in 1890 an export of only 170,173,254 lbs. Eggs are usually imported in cases, weighing about 220 lbs. containing an average of 1,440 eggs each. It appears that the net importation, after deducting the small export, amounts to about 1,520,000,000 eggs. From the whole importation equaling about 187,391,000 lbs., Austria-Hungary furnishes about 83,774,800 lbs. or 680,000,000 eggs; Italy, 11,023,000 lbs. or 90,000,000 eggs; Holland, 2,204,600 lbs. equal to 18,000,000 eggs, and other countries 1,984,140 lbs. equaling 15,000,000 eggs. Following these figures further, it would give a consumption of about 100 eggs a year for each inhabitant of the Empire.

Mr. Johnson, the United States Consul, says that the only reason he can discover why Germany does not produce sufficient eggs for her own consumption, and why she is obliged to pay from £3,500,000 to £4,000,000 a year for eggs imported from other countries, is the excessive dampness, causing a large mortality among young chickens, and the further fact that large districts are occupied by extensive estates. In all districts are to be found wholesale dealers in eggs, who buy up all small lots offered and pack and prepare them for the large markets. It is interesting to note the difference in weight in eggs imported. We find 1,000 Austrian eggs averaging 110 lbs.; the Russian eggs average 105 lbs.; whereas the Italian eggs rise to 118 lbs. per 1,000. There being also an extensive importation of dressed and live fowls and feathers into the country, it is estimated that Germany pays yearly for fowls, and products therefrom, a sum considerably exceeding £5,000,000.

**Peculiar Requests from Customers.**

A lady came into a grocery store one morning and purchased a supply of groceries, among the articles being a large roast of beef which the dealer was very careful to trim and roll just to suit her. The goods were sent to the house, and everything was supposed to be satisfactory. Late in the afternoon, however, the woman returned with the meat and said she wanted the item scratched off her account. On being asked what the trouble was with the roast, she said the beef was all right, but when she bought it she expected company; the company didn't come, and so she thought she would bring the roast back. This was a "roast" on the grocer, which he had to take with assumed good grace or else lose a desirable customer.

The grocer had not recovered from the shock when in walked another woman with a package. She sweetly informed him that it was some butter she had bought the day before. As her butter man had been in that morning she had no use for this butter, and he would please take it back and erase the item from her bill. "It is things like these," said the grocer, "that make you warm under the collar these cool days."

**Keeping Crackers Crisp.**

Complaints are frequently heard that crackers bought at grocery stores are soggy and stale-tasting, even when comparatively fresh. The fault is in the way they are kept. Crackers demand a warm, dry place, and they should not be stored near oil, fish or other strong-smelling goods. Great care should be exercised by grocers in this respect. The cracker trade is one of the most important features of a retail grocery business, and it should be taken care of. Crackers should be kept, as stated, in a warm, dry place and customers should be advised to place them in the oven a few minutes before using. This will restore their crispness, even although they have become damp and soggy.

**WANTED**

Several car loads of

**POTATOES AND BEANS**

HERMANN C. NAUMANN & CO.,

Write for particulars.

33 WOODBRIDGE ST., W., DETROIT, MICH.

**COYNE BROTHERS**

WHOLESALE COMMISSION MERCHANTS

161 S. Water St., Chicago.

BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

Car Lots: POTATOES, APPLES, BEANS, ONIONS

References: W. M. Hoyt Co., Wholesale Grocers, Chicago. W. J. Quan & Co., Wholesale Grocer, Chicago. Bradstreet and Dun's Agencies. Bankers: Merchants National Bank, Chicago.

Write for Tags and Stencils. Mention this Paper when Writing.



WE will send our Machine on 10 days' trial to interested parties, as we know that it will give satisfaction. A card will bring Circulars, Prices and a Machine if you wish.

**MILLER BROS.,**

Mfrs of Foot and Power Bean Picking Machinery.

ROCHESTER, MICH.

**N. WOHLFELDER & CO.,**

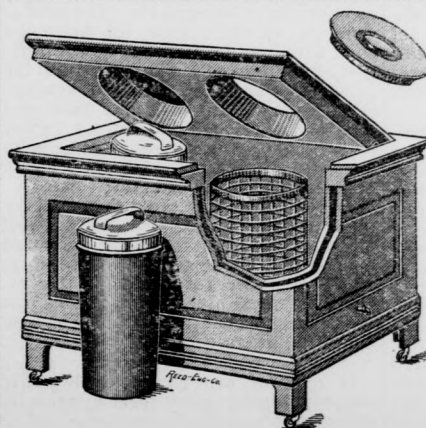
**Wholesale Grocers and Commission Merchants**

CHEESE, BUTTER and EGGS. Consignments Solicited.

399-401-403 High St., East, DETROIT

I Handle everything that's raised in the country, excepting Babies! BUYING and SELLING. R. Hirt, Jr., Market St., Detroit

ANCHOR BRAND OYSTERS Will please your customers and make you money. Popular prices prevail. Ask for quotations. F. J. DETTENTHALER, 117-119 MONROE STREET, GRAND RAPIDS, MICH.



Who gets the . . . Oyster Trade?

The man whose oysters are the freshest and best flavored.

Who loses other trade?

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity by using our Oyster Cabinets. (See cut.) They are lined with copper so you can use salt with the ice. They have porcelain lined cans. Send for circular.

Grand Rapids Refrigerator Co. Grand Rapids, Mich.

**How a Grocer Increased the Sale of His Own Brands.**  
Stroller in Grocery World.

It isn't often you meet a grocer who will admit a defeat. If in his experience he has had a favorite scheme, which in operation has gone wrong, he usually conceals it. But last week I met a grocer, and a good one, who had had a favorite scheme, and who had failed ignominiously with it. He discussed the thing frankly with me, and told me why, in his opinion, it failed.

This grocer has been in business for about ten years, in the same town where he is now. When he first opened his place, ten years ago, he wasn't any too well known in the place, and he ought to have considered that that fact was a weakness in the starting of any new scheme. But he didn't, and that's why the scheme failed.

"When I first started in business," said this grocer to me, "I made up my mind to go on a different plan from the usual one. The way I looked at the thing was that the retail grocer as a rule was picked on by the manufacturer, and forced to sell his goods whether he wanted to or not. I resolved to be independent. No manufacturer should bully me into selling goods. For a long while I couldn't think of any way to reach this end, but at last I decided that I shouldn't sell anybody's brands but my own. In other words the package coffee and the baking powder and so on which I would sell should all be under my own brands. I would know personally about the quality of the goods, I argued, the people would have confidence in me, and in a little while I'd have a nice little trade in my own brands, in which I'd have no competition. So I had a whole lot of things packed under my own labels, and made a specialty of that in my advertising. The store looked well that first day; there's no doubt about that. My goods were new, of course, and most of the labels were bright—made so, so that they would catch the eye."

The grocer left for a moment to wait on a customer.

"Well," I said, when he returned, "you had just gotten to the point where the scheme was to succeed or fail."

"Well, it failed," he said, without circumlocution, "and I was to blame for it, too. You see, I was young in the town, and while I had a good reputation among those who knew me, I wasn't known very well. So that when, in recommending my private brands of goods, I would lay stress on 'I put my whole reputation on the quality of these goods,' there would seem to be something lacking. One woman made me feel mighty cheap one day. I had just told her that I put my whole reputation back of some baking powder I was selling, when she coolly asked: 'Where is your reputation?' I felt like a fool."

"No, the scheme didn't work," he went on, reminiscently. "People would come in for a certain brand of bottled pickles. I would elaborately explain that I didn't keep them, but I had others of my own just as good, etc., etc., etc., but it didn't seem to go, somehow. The other goods had a reputation and the people wanted them, and they wouldn't be satisfied with anything else. I'm speaking generally now. Lots of times I got people to take my goods when they came in the store intending to buy some big advertised brand, but I didn't get everybody to do it, even while I knew positively that my own brand was cheaper and purer than the better known."

"I had sworn that I would never sell any of the big advertised brands, but I had to go back on what I said. One of my customers, a lady whose trade was valuable, included in her order one day a quantity of a certain sort of baking powder. I told her, what she already knew, that I didn't keep it, and why, and that I did keep a better grade of my own, and so on. The talk had often worked with her before, but it didn't this time."

"I must have —," she said. "It's not that I believe yours isn't just as good, but I've got a new girl, and she says she won't use any other. I've had

so much trouble over help that I'm going to humor her. So will you sell it to me, or shall I go somewhere else?"

"Well, that was the entering wedge. I had to get the baking powder for her; there was no way out of it. And after I had yielded once the next time I was approached it was easier, and so I gradually drifted, until I was handling quite a fair sprinkling of outside brands. And then a strange thing happened. As soon as I began to do this I noticed that the demand for my own increased. I laid that to this: You see, if a grocer is asked for a certain brand, and he hasn't got it, there is a strong motive when he recommends his own or some other. But when he has what is asked for, and is presumably making a profit on it, and he can put it and his own side by side, then he can talk with more reason. He can say that he knows the ingredients of both, and that his is by far the purer and better, and he will be believed. On the other hand, if he only has his own, he'll be disbelieved a good deal of the time. See?"

"As soon as I recognized this fact, I laid in a number of the best-known brands in all lines, and began to redouble my efforts to get my own on a firm footing. And I've worked on that line ever since. Take Royal baking powder. There it is on that shelf. Right below it, at 2 cents a can less, is my own, which is the better baking powder by far. I've had 'em both analyzed, so I know. And I have the satisfaction of knowing that I sell more of my own brands of things than I do of any advertised brands. Of course, my reputation has increased. People know that I try to do the square thing by them."

This is rather curious, isn't it? The thought that a man can sell more of his own goods by having those of somebody else to push them is peculiar. But this grocer ought to know.

**How Worry Affects the Brain.**

Modern science has brought to light nothing more curiously interesting than the fact that worry will kill. More remarkable still, it has been able to determine, from recent discoveries, just how worry does kill.

It is believed by many scientists who have followed most carefully the growth of the science of brain diseases that scores of the deaths set down to other causes are due to worry, and that alone. The theory is a simple one—so simple that anyone can readily understand it. Briefly put, it amounts to this: Worry injures beyond repair certain cells of the brain; and the brain being the nutritive center of the body, the other organs become gradually injured, and when some disease of these organs, or a combination of them, arises, death finally ensues.

Thus does worry kill. Insidiously, like many another disease, it creeps upon the brain in the form of a single, constant, never-lost idea; and, as the dropping of water over a period of years will wear a groove in a stone, so does worry gradually, imperceptibly, but no less surely, destroy the brain cells that lead all the rest—that are, so to speak, the commanding officers of mental power, health and motion.

Worry, to make the theory still stronger, is an irritant at certain points, which produces little harm if it comes at intervals or irregularly. Occasional worrying of the system the brain can cope with, but the iteration and reiteration of one idea of a disquieting sort the cells of the brain are not proof against. It is as if the skull were laid bare and the surface of the brain struck lightly with a hammer every few seconds, with mechanical precision, with never a sign of let-up, or the failure of a stroke.

Just in this way does the annoying idea, the maddening thought that will not be done away with, strike or fall upon certain nerve cells, never ceasing, and week by week diminishing the vitality of these delicate organisms that are so minute that they can only be seen under the microscope.

It requires over 600,000 cattle yearly to produce the many beef extracts on the market.

**WHOLE WHEAT FLOUR**

contains the entire grain of wheat with only the fibrous covering removed. Every pound of this flour represents 16 ounces of food value.



It contains all the elements required to build up the daily wastes of the human system. Bread made from it is easily assimilated; is highly nutritious and is most palatable. Every grocer should have it in stock. Manufactured by....

**GUARD, FAIRFIELD & CO., Allegan, Mich.**

Michigan trade supplied by the Olney & Judson Grocer Co., Grand Rapids.

**Don't Blame The Woman**

if she buys elsewhere because the salt you sold her spoiled a meal! **DIAMOND CRYSTAL SALT** is the ounce of prevention.

See Price Current.

**DIAMOND CRYSTAL SALT CO., St. Clair, Mich.**

**POOR ECONOMY**

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread — and poor flour never does — your customer will be displeased and avoid you afterwards. You can guarantee...

**"Lily White" Flour**

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

**Valley City Milling Co.**  
Grand Rapids, Mich.

**BUTTER EGGS POULTRY BUTTER EGGS POULTRY**

**W. R. BRICE. ESTABLISHED 1852. C. M. DRAKE.**

**W. R. Brice & Co.,**  
**Produce Commission Merchants**

**23 South Water Street, Philadelphia, Pa.**

**Do You Want to Know Who We Are?**

Write to

- Corn Exchange National Bank, Philadelphia, Pa.
- Western National Bank, Philadelphia, Pa.
- W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
- Fourth National Bank, Grand Rapids, Mich.
- D. C. Oakes, Banker, Coopersville, Mich.

We have no time to tell long stories, but have all we can do to mind our own business. 16 ounces in a pound, 12 good eggs in a dozen—that's the way we sell and make our returns.

C. M. Drake sells butter from 7 a. m. until 6 p. m.

J. R. Jarrett sells poultry and eggs all the time.

Billy Brice looks after the finances and leads the procession.

**BUTTER EGGS POULTRY BUTTER EGGS POULTRY**

**Commercial Travelers**

**Michigan Knights of the Grip.**

President, JAS. F. HAMMELL, Lansing; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

**Michigan Commercial Travelers' Association.**

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

**United Commercial Travelers of Michigan.**

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

**Michigan Commercial Travelers' Mutual Accident Association.**

President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

**Lake Superior Commercial Travelers' Club.**

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

**Annual Meeting of Post E.**

Grand Rapids, Dec. 13—At the annual meeting of Post E, held at Sweet's Hotel Saturday evening, Dec. 11, Chairman Wetzel presided.

Geo. F. Owen, chairman of the Committee on Arrangements for the Kalamazoo convention, reported that Manley Jones and A. S. Musselman had been elected to respond to toasts on the occasion of the annual banquet at Kalamazoo. The report was accepted and the Committee continued.

The question of selecting a route to the convention was then introduced for discussion, and a verbal report was received from the G. R. & I. Railway, authorizing a rate of \$1.46 for the round trip.

Clark S. Rogers, City Passenger Agent of the Lake Shore & Michigan Southern Railway, offered a rate of \$1.25 for the round trip, whereupon Jas. McInnes moved that the contract be given the Lake Shore unless the G. R. & I. made a better rate or offered better facilities. Adopted.

The Secretary presented the following communication from General Passenger Agent Lockwood, of the G. R. & I., which was greeted with applause

An agreement has been reached by the principal roads of Michigan whereby interchangeable 1,000 mile tickets, sold at \$30, with a rebate of \$10, will be honored on trains, without requiring the holder to go to the ticket office for exchange tickets, as at present. This arrangement will go into effect January 1, or as soon thereafter as the necessary details can be arranged. Baggage will also be checked through junction points where there are no wagon transfers.

Jas. McInnes called attention to the proposed amendment to the State constitution fathered by the State Board of Directors, providing for the election of the Secretary by the Board. He cited a case where the Secretary insisted on auditing and paying two death claims in opposition to the desires of the Board, who wished to go through the year without breaking the previous record. He believed the centralization of power thus placed in the hands of the Board would operate to the disadvantage of the Association and the dissatisfaction of the members generally.

Leo A. Caro called attention to the amendment he had prepared for the election of the officers by means of a sealed mailed ballot. He stated that such a system had been in use by the I. O. O. F. for several years and by the L. A. W. for seventeen years, with excellent results in both cases.

L. M. Mills endorsed the positions of both of the previous speakers and strongly hinted that the Board would hear from him at the Kalamazoo convention.

A resolution was then unanimously adopted, declaring it to be the sense of the meeting that each member be requested to oppose the proposed amendment to the Board and also render such assistance as may be necessary to bring the Caro amendment to the attention of the convention.

Caucusing for a candidate for State Secretary being then in order, Fred Ephlin, F. E. Walther and W. F. Blake were appointed tellers. The first ballot resulted in twenty-nine votes for Captain Bradford and twenty-one for J. Henry Dawley, whereupon Mr. Dawley moved that Mr. Bradford be declared the unanimous nominee of the Post, which was adopted.

Manley Jones was then called upon to rehearse the speech he has in preparation for the Kalamazoo convention, which he did to the satisfaction of all concerned. It was interspersed with wit, logic, history, biography, oratory, etc.

Capt. Bradford moved that a committee of three be appointed to draft suitable resolutions on the death of Dell C. Slaght. The chairman appointed J. N. Bradford, E. A. Stowe and Leo A. Caro, who were given permission to retire. The following report was subsequently presented and adopted by a rising vote:

Whereas, It has pleased the Almighty Ruler of the Universe to remove from his earthly cares to the Rest Eternal our Brother, Dell C. Slaght, and

Whereas, In his death his wife has lost a loving husband, and the Michigan Knights of the Grip have lost a faithful officer and an honored member; therefore be it

Resolved, That the members of Post E, Michigan Knights of the Grip, hereby tender to the bereaved family of our departed brother our sincere and heartfelt sympathy and that we deplore with them the loss we have all met and turn with them to the shelter of God's kindness, believing that He doeth all things well; and be it further

Resolved, That a copy of these resolutions be sent to the family of our late brother and also spread upon the minutes of Post E.

Chairman Wetzel then announced the standing committees for the ensuing year, as follows:

Executive—F. M. Tyler, W. F. Blake and Cornelius Crawford.

Entertainment—Frank Haddon, B. S. Davenport, F. E. Walther, W. S. Burns and Fred Ephlin.

Sergeant-at-Arms—Will Richmond.

There being no further business, the meeting was adjourned until Saturday night of this week, when it hoped there will be a large attendance because matters of great importance to the Post are to be taken up for discussion and action. E. A. STOWE, Sec'y.

**Mr. Peake Heard From.**

Jackson, Dec. 11—There are several rumors going the rounds of the State to the effect that Post B (Jackson) has several candidates for different positions. I will say, for the benefit of those who may have been misinformed, that we have only one candidate and he is Chas. T. McNolty for Treasurer, to succeed himself. He received the unanimous endorsement of Post B and our Secretary was instructed to so inform the Tradesman. A. F. PEAKE.

The Secretary did so inform the Tradesman and the announcement was made in proper form in these columns several weeks ago. Mr. Peake has evidently failed to read the Tradesman as carefully as he should have done or else he is actuated by a desire to cast unwarranted criticism on the shoulders of the Secretary, which he is not justified in doing under the circumstances.

**Mr. Dawley Expresses His Thanks.**

Grand Rapids, Dec. 13—I wish to express, through your valued paper my thanks to the traveling men of Grand Rapids for the loyal support given me in the short campaign just ended. I hope they will accord the same loyal support given me to our worthy Brother, James N. Bradford, for Secretary of the Michigan Knights of the Grip. J. H. DAWLEY.

Uneasy lies the foot that wears a corn.

**Gripsack Brigade.**

Handsome invitations to the Kalamazoo convention of the Michigan Knights of the Grip have been issued by the committees having the entertainment in charge.

S. T. Bowen, who has been laid up for several months with rheumatism of the most aggravated form, is again on the warpath, having discovered a specific in the preparation of a Boston specialist.

Geo. Noble, salesman for the Estey Manufacturing Co. (Owosso), who is spending a short vacation at home, is confined to the house by a painful sprain of the foot which he sustained by tripping on the stairs.

R. P. Bigelow, State agent for the Stimpson Computing Scale Co., was in Grand Rapids Monday and Tuesday for the purpose of meeting prospective salesmen and making his plans for the covering of the Western portion of the State.

J. F. Wildermuth, proprietor of the Hotel Wildermuth, Owosso, has invitations out for an 8 o'clock dinner Friday evening, Dec. 17. Dancing will be complimentary to the traveling men and their wives of that city. The Owosso fraternity numbers about half a hundred. Mr. Wildermuth is always at the front when the commercial traveler is interested. "The best is none too good for the boys," is his motto.

General Passenger Agent Smith, of the Lake Shore, who never misses an opportunity to insult the traveling men and who stated at the recent meeting of Michigan railway managers and passenger agents that the Klondike mileage book was everywhere hailed with delight, except in Michigan, now finds that the traveling men of Ohio are quite as strongly opposed to the book as was the case with their Michigan fraters. There are none so blind as those who won't see.

The announcement made at the meeting of Post E (Grand Rapids) Saturday evening, to the effect that the Michigan railroads had finally conceded the request of the traveling men and would give them an acceptable mileage book on or about Jan. 1, immediately met the hearty recognition of those present and is everywhere receiving the commendation of the fraternity. The agitation for a better book than the Klondike mileage has been steady and persistent, and to the concerted effort of the traveling fraternity as a class is due the concession now obtained. The Tradesman takes to itself a small portion of the credit attaching to the concession, and believes that, as the advantages of the

new book are made apparent, the part the Tradesman played in the matter will be very generally conceded.

**Hoskins & Company**

COMMISSION BROKERS. GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich. Hodges Building.

Private wires: New York, Chicago and St. Louis.

**For Two Dollars**



A day, it's the finest hotel in the State; newly furnished, high-class table and excellent service, at

**The Griswold**

POSTAL & MOREY, Props. DETROIT, MICH.

**Hotel Normandie of Detroit Reduces Rates.**

Determined to continue catering to popular demand for good hotel accommodations at low prices, we reduce the rates on fifty rooms from \$2.50 to \$2 per day, and rooms with bath from \$3.50 to \$3.

The popular rate of 50 cents per meal, established when the Normandie was first opened, continues.

Change of rates will in no way affect the quality, and our constant aim in the future will be, as in the past, to furnish the best accommodations for the rates charged.

Carr & Reeve.

**Cutler House at Grand Haven.**

Steam Heat, Excellent Table, Comfortable Rooms. H. D. and F. H. IRISH Props.

**HOTEL WHITCOMB**

ST. JOSEPH, MICH.

A. VINCENT, Prop.

**THE WHITNEY HOUSE**

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

**Photographs**

of Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

**"Knights of the Grip"**

You ought to provide yourself with some of our Flannel Night Robes and fine Union Underwear; they may save your life.

**GARDINER & BAXTER,**

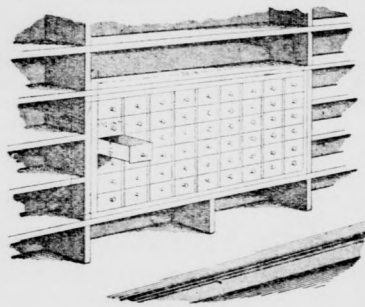
Largest Furnishers in the State. GRAND RAPIDS.

## Hardware

### The Arrangement and Care of Goods.

Written for the TRADESMAN.

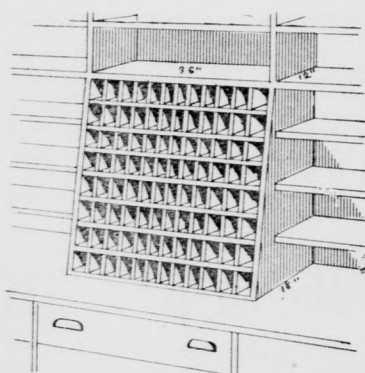
Another kind of goods which give much trouble in keeping properly assorted, and which require a large number of places, is the wood screw, with its great variety of sizes and lengths. Perhaps as good an arrangement as any is that shown in the illustration. The



SCREW CASE.

frame is 39 inches long by 16 inches high and 9 inches deep and is divided into six rows of pigeonholes, each 2½ inches high, 3¾ inches wide and 9 inches deep. The screws are contained in tin boxes that slide freely in these openings, with a flange in front that strikes against the wood partition when in place. On the front of each box is a ¼-inch porcelain knob, with the screw cut off and soldered to inside of box. The boxes may be painted any color desired and the number and length of the screws may be painted on the front of each. This space of 16x39 inches gives 54 boxes, which are sufficient for a complete assortment for most country stores. Of course, the arrangement may be made larger or smaller, as required. The partitions of the pigeonholes are made of soft wood and are covered by the tin flanges on the boxes. The frame for this case occupies the space left by removing the requisite number of shelves and so takes up no unnecessary room; it rests on the lower shelf, which is the height of the adjoining shelving from the ledge.

In a former article I gave a description of a file case, in which the files were to be kept in boxes to be drawn from pigeonholes. The arrangement illustrated herewith is not so good an

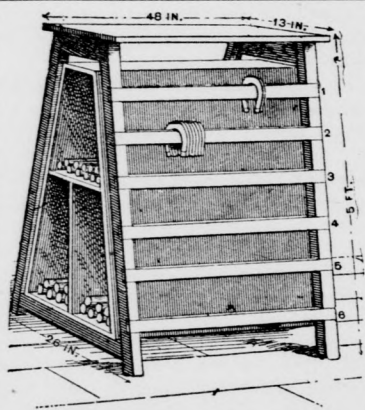


FILE CASE.

arrangement, as far as safety in handling goods and accumulation of dust are concerned, but it has other advantages and is in more general use. It is built into the shelving and may be varied in size and number of compartments to meet the requirements of the assortment carried. The cross pieces or shelves are of ¾-inch stuff and the upright partition ½-inch or less. The case is made nar-

row at the top and wide at the bottom and each shelf should be made deep enough to allow the ends of the files occupying it to just come flush with the edge, and no more. Should a 16-inch flat bastard or horse rasp be carried the bottom shelf should be 16 inches deep. If it should be necessary to carry shorter files on any of the shelves than those corresponding with the width, pieces of wood can be put in of sufficient thickness to make the ends come flush.

Perhaps as good an arrangement as any for the accommodation of horse shoes is the one here shown. Its gen-



HORSE SHOE RACK.

eral arrangement will be understood from the diagram, in which the dimensions are given. One side of the rack is used for fore and the other side for hind shoes. The bars of wood are protected with ⅝-inch hoop iron, and each bar is capable of holding a keg of shoes. For the purpose of utilizing the space inside the rack, a box is made as represented, with divisions for pick, stone, axe and other handles; or this space may be used for other kinds of goods, if desired. Horse nails are kept in boxes on top of the rack.

J. MESSERSCHMIDT.

### Begin the New Year by Adopting Better Methods.

Ante Lucem in American Artisan.

Now I am no believer in the swear-off principle at any set time, the beginning of a new year or on any fete day, but believe reforms are always in order, and that they should be taken up at any hour or moment of time when a man becomes convinced of their necessity. The new year, 1898, will soon be with us, and it might not be inappropriate at that time to inaugurate a plan to improve the general stove business by eliminating the very cheap class and work up to a better grade of goods. The manufacturer must first be blamed for the making of such cheap goods and encouraging the dealer to sell them; secondly, the retailer should be censured for laying down on the price question, and thinking he can only sell a piece of goods because of the small price which goes with it.

The manufacturer should, through his traveling salesmen, try to induce and convince the dealer of the ruinous policy of selling small, cheap heaters, which cannot give universal and good satisfaction, and the dealer must educate his customers up to the positive fact that a small stove is poor economy, no matter at what price, and will prove disastrous in the end.

Close competition to sell induces the manufacturer to make these small, inefficient goods, and the same close competition prompts the dealer to buy them, and in the end too much is promised for them and too much expected of them; the consumer is most grievously disappointed, the dealer is injured by the transaction, and, finally, the whole thing reacts on the manufacturer, who loses caste, and finally good name as a maker. If these goods could always be bought and sold for what they actually

are, there would be less harm to the business. Such is not often the case. They carry too high a guarantee from the manufacturer down through to the consumer.

Along about the first of the new year is stock taking time with most retail hardware dealers, and it offers a most propitious time for various little reforms, such as arrangement of stock, cleaning up of store, the weeding out of all old chestnuts, etc., etc. Every good thrifty dealer will pay particular attention to the chestnut class of goods, and all dealers should do so. Everything in the shape of obsolete goods should at the time of stock taking be marked for the slaughter. Let them be gathered into a convenient and particular section, put a job-lot price on them, even give little premiums to your clerks to push them and work them off at earliest possible time. All such stock only encumbers the store, taking up the room of good, fresh, salable goods. The first loss is the best loss, and so soon as the dealer finds he has a chestnut, a stayer, so soon should he begin to hustle it off, even although it be a new piece of goods, a sample he has just bought. Sell it and sell it quick at first loss before the interest on the money invested has added a second loss to it.

The winter months offer time for stock taking, arranging of goods, building tool racks, cleaning up store in general and putting everything in its place. Set a pace for your neighbor and competitor in orderly reform of your store.

Inaugurate new and wholesome rules for the general conduct of your business. Have regular hours for opening and closing, and make promptness one of the essential features for your help.

So far as possible begin the new year on a cash line of business, taking all possible advantage of cash offerings in buying, and sell as close to the line of cash as possible. Followed out for a twelve months will find you with more cash on hand, less book accounts and larger net earnings, and a hundred per cent more independence than the credit system can grant you. Any man who will adopt and carry out such a plan for one year will never return to the credit policy again; never will ask 'What's the dating, but What is the cash off on arrival?' The man who thinks he can secure a commercial rating by buying on time and paying when time is up will never have so good a one as the man who pays cash.

### Couldn't Sit Down.

Father—Why don't you sit down?

Son—This morning I asked you how many made a million, an' you said: "Darned few." I told teacher that in arithmetic class to-day, an' that's why I can't sit down.

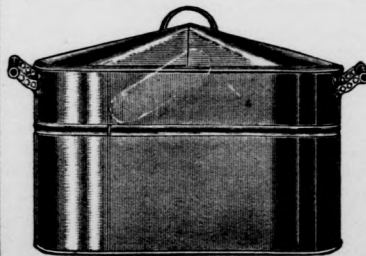
The law which at present governs the practice of medicine in France forbids the simultaneous practice of medicine and pharmacy, even by a person who may be in possession of diplomas in both branches.

## Potato Shovels



We have the Malleable and the Wire. Write for prices.

Foster, Stevens & Co.,  
Grand Rapids.



Wm. Brummeler & Sons,

Manufacturers and Jobbers of

TINWARE,  
ENAMELED WARE and  
NICKEL PLATED WARE.

Factory and Salesrooms, 260 South Ionia Street.

GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

<b>Advanced—</b>		<b>Declined—</b>		Quinine, all brands; Gum Guaiac.	
<b>Acidum</b>					
Aceticum.....	60¢	8			
Benzolicum, German	70¢	45			
Boricum.....	20¢	15			
Carbolicum.....	20¢	41			
Citricum.....	4¢	42			
Hydrochlor.....	3¢	5			
Nitricum.....	8¢	10			
Oxalicum.....	12¢	14			
Phosphoricum, dil.	10¢	15			
Salicylicum.....	60¢	66			
Sulphuricum.....	13¢	14			
Tannicum.....	1 25¢	1 40			
Tartaricum.....	38¢	40			
<b>Ammonia</b>					
Aqua, 16 deg.....	4¢	6			
Aqua, 20 deg.....	6¢	8			
Carbonas.....	12¢	14			
Chloridum.....	12¢	14			
<b>Aniline</b>					
Black.....	2 00¢	2 25			
Brown.....	80¢	1 00			
Red.....	45¢	50			
Yellow.....	2 50¢	3 00			
<b>Bacca.</b>					
Cubese..... po. 18	13¢	15			
Juniperus.....	6¢	8			
Xanthoxylum.....	25¢	30			
<b>Balsamum</b>					
Copaiba.....	55¢	60			
Peru.....	2 40	2 50			
Terrabin, Canada.....	45¢	50			
Tolutan.....	75¢	80			
<b>Cortex</b>					
Abies, Canadian.....	18				
Cassia.....	12				
Cinchona Flava.....	18				
Enonyma atropurp.....	18				
Myrica Cerifera, po.....	20				
Prunus Virginiana.....	12				
Quillaja, gr'd.....	14				
Sassafras..... po. 18	12				
Ulmus..... po. 15, gr'd	12				
<b>Extractum</b>					
Glycyrrhiza Glabra.....	24¢	25			
Glycyrrhiza, po.....	28¢	30			
Hæmatox, 15 lb box.....	11¢	12			
Hæmatox, 1s.....	13¢	14			
Hæmatox, 1/2s.....	14¢	15			
Hæmatox, 1/4s.....	16¢	17			
<b>Ferru</b>					
Carbonate Precip.....	15				
Citrate and Quinia.....	2 25				
Citrate Soluble.....	75				
Ferrocyanidum Sol.....	40				
Solut. Chloride.....	15				
Sulphate, com'l.....	42				
Sulphate, com'l, by	50				
bbl, per cwt.....	7				
Sulphate, pure.....	7				
<b>Flora</b>					
Arnica.....	12¢	14			
Anthemis.....	18¢	25			
Matricaria.....	30¢	35			
<b>Folia</b>					
Barosma.....	23¢	28			
Cassia Acutifol, Tin-	18¢	25			
nevelly.....	25¢	30			
Cassia Acutifol, Alx.	18¢	25			
and 1/2s.....	12¢	20			
Ura Ursi.....	8¢	10			
<b>Gummi</b>					
Acacia, 1st picked.....	45				
Acacia, 2d picked.....	35				
Acacia, 3d picked.....	28				
Acacia, sifted sorts.....	28				
Acacia, po.....	60¢	80			
Aloe, Barb. po. 18@20	12¢	14			
Aloe, Cape..... po. 15	12¢	14			
Aloe, Socotri..... po. 40	55¢	60			
Ammoniac.....	55¢	60			
Assafoetida..... po. 30	25¢	28			
Benzoinum.....	50¢	55			
Catechu, 1s.....	13				
Catechu, 1/2s.....	14				
Catechu, 1/4s.....	15				
Camphora.....	48¢	55			
Euphorbium..... po. 35	10				
Galbanum.....	1 00				
Gamboge..... po. 25	65¢	70			
Guaiacum..... po. 33.00	3 00				
Kino..... po. 83.00	3 00				
Mastic.....	60				
Myrrh.....	45				
Opi..... \$4.10@4.30	3 00				
Shellac.....	2 50				
Shellac, bleached.....	40¢	45			
Tragacanth.....	50¢	80			
<b>Herba</b>					
Absinthium..... oz. pkg	25				
Eupatorium..... oz. pkg	20				
Lobelia..... oz. pkg	25				
Majoran..... oz. pkg	28				
Mentha Pip..... oz. pkg	33				
Mentha Vir..... oz. pkg	35				
Rue..... oz. pkg	39				
Tanacetum Voz..... pkg	35				
Thymus, V..... oz. pkg	32				
<b>Magnesia.</b>					
Calcined, Pat.....	55¢	60			
Carbonate, Pat.....	20¢	22			
Carbonate, K. & M.....	20¢	25			
Carbonate, Jennings	35¢	36			
<b>Oleum</b>					
Absinthium.....	3 25¢	3 50			
Amygdala, Dulc.....	30¢	35			
Amygdala, Amara.....	8 00¢	8 25			
Anisi.....	2 25¢	2 3			
Aurant Cortex.....	2 00¢	2 20			
Bergamit.....	2 40¢	2 50			
Cajiputi.....	85¢	90			
Caryophylli.....	6¢	7			
Cedar.....	35¢	65			
Chenopadii.....	65				
Cinnamoni.....	1 8¢	1 90			
Citronella.....	45¢	50			

Morphia, S.P. & W.....	2 15¢	2 40			
Morphia, S.N.Y.Q. &	2 15¢	2 40			
C. Co.....	2 15¢	2 40			
Moschus Canton.....	40				
Myristica, No. 1.....	65¢	80			
Nux Vomica..... po. 20	10				
Os Sepia.....	15¢	18			
Pepsin Saac. H. & P.	1 00				
D. Co.....	1 00				
Picis Liq. N.N. 1/2 gal.	2 00				
doz.....	1 00				
Picis Liq., quarts.....	2 00				
Picis Liq., pints.....	1 00				
Pil Hydrarg..... po. 80	50				
Piper Alba..... po. 35	30				
Pilx Burgun.....	10¢	12			
Plumbi Acet.....	10¢	12			
Pulvis Ipecac et Opi	10¢	1 20			
Pyrethrum boxes H.	1 20				
& P. D. Co., doz.....	1 25				
Pyrethrum, pv.....	30¢	33			
Quassia.....	80				
Quinia, S. P. & W.....	35¢	40			
Quinia, S. German.....	28¢	38			
Quinia, N.Y.....	33¢	8			
Rubia Tinctorum.....	12¢	14			
Saccharum Lactis pv	18¢	20			
Salacin.....	3 00¢	3 10			
Sanguis Draconis.....	40¢	50			
Sapo, W.....	12¢	14			
Sapo, M.....	10¢	12			
Sapo, G.....	15				
Siedlitz Mixture.....	20				
<b>Oils</b>					
Whale, winter.....	70	70			
Lard, extra.....	40	45			
Lard, No. 1.....	35	40			

# PAINT BRUSHES

We shall display Sample Lines of a complete assortment of Brushes January 1, 1898, consisting of

White, Wove Heads  
Kalsomine, Wall  
Oval and Round  
Paint and Varnish  
Flat, Square and  
Chiseled Varnish  
Sash Tools  
Painters' Dusters  
Artists' Materials

and invite your inspection and orders. Quality and Prices are right.

# HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich.

Sinapis.....	18				
Sinapis, opt.....	30				
Snuff, Maccaboy, De	34				
Voos.....	34				
Snuff Scotch, DeVo's	34				
Soda Boras.....	8				
Soda Boras, po.....	8				
Soda et Potass Tart.	20¢	28			
Soda, Carb.....	1 1/2¢	1 1/2			
Soda, Bi-Carb.....	30¢	5			
Soda, Ash.....	3 1/2¢	4			
Soda, Sulphas.....	2				
Spts. Cologne.....	2				
Spts. Ether Co.....	50¢	55			
Spt. Myrcia Dom.....	90¢	90			
Spts. Vini Rect. bbl.	2 40				
Spts. Vini Rect. 1/2 bbl	2 45				
Spts. Vini Rect. 10gal	2 45				
Spts. Vini Rect. 5gal	2 50				
Less 5c gal. cash 10 da's.					
Strychnia, Crystal.....	1 40¢	1 45			
Sulphur, subl.....	2 1/2¢	3			
Sulphur, Roll.....	20¢	25			
Tamarinds.....	80				
Terebinth Venice.....	28¢	30			
Theobromae.....	42¢	45			
Vanilla.....	9 00¢	16 00			
Zinci Sulph.....	70	8			
<b>Paints</b>					
Red Venetian.....	1 1/2	2 00			
Ochre, yellow Mars.....	1 1/2	2 00			
Ochre, yellow Ber.....	1 1/2	2 00			
Putty, commercial.....	2 1/2	2 1/2			
Putty, strictly pure	2 1/2	2 1/2			
Vermilion, Prime	13¢	15			
American.....	70¢	75			
Vermilion, English.....	13 1/2¢	18			
Green, Peninsular.....	13¢	18			
Lead, Red.....	5 1/2¢	6			
Lead, white.....	5 1/2¢	6			
Whiting, white Span	70				
Whiting, gliders.....	70				
White, Paris Amer.....	70				
Whiting, Paris Eng.	70				
cliff.....	1 40				
Universal Prepared.....	1 00	1 15			
<b>Varnishes</b>					
No. 1 Turp Coach.....	1 10¢	1 20			
Extra Turp.....	1 60¢	1 70			
Coach Body.....	2 75¢	3 00			
No. 1 Turp Furn.....	1 00¢	1 10			
Extra Turp Damar.....	1 55¢	1 60			
Jap. Dryer, No. 1 Turp	70¢	75			

# GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE.	
Aurora doz. gross	8 00
Castor Oil	7 00
Diamond	4 00
Frazer's	9 00
I.X.L Golden, tin boxes	9 00
Nica, tin boxes	9 00
Paragon	6 00
BAKING POWDER.	
Absolute.	
1/2 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50
Acme.	
1/2 lb cans 3 doz	45
1/2 lb cans doz	75
1 lb cans 1 doz	1 00
Bulk	10
El Purity.	
1/2 lb cans per doz	75
1 lb cans per doz	1 20
1 lb cans per doz	2 00
Home.	
1/2 lb cans 4 doz case	35
1/2 lb cans 4 doz case	55
1 lb cans 2 doz case	90

## JAXON

1/2 lb cans, 4 doz case	45
1/2 lb cans, 4 doz case	85
1 lb cans, 2 doz case	1 60
Jersey Cream.	
1 lb cans, per doz	2 00
9 oz. cans, per doz	1 25
6 oz. cans, per doz	85
Our Leader.	
1/2 lb cans	45
1 lb cans	75
1 lb cans	1 50
Peerless.	
1 lb cans	85

## BATH BRICK.

American	70
English	80

## CONDENSED PEARL BLUING

Below are given New York prices on package coffee, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

BROOMS.	
No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25
CANDLES.	
8s.	7
16s.	8
Paraffine	8

CANNED GOODS.	
Hamitocw Peas.	
Lakeside Marrowfat	95
Lakeside E. J.	1 15
Lakeside, Cham. of Eng.	1 20
Lakeside Gem, Ex. Sifted	1 45
Extra Sifted Early June	1 75

CATSUP.	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25

CHEESE.	
Acme	11 1/2
Amboy	11 1/2
Byron	11
Elsie	12 1/2
Gem	12 1/2
Gold Medal	11
Hartford	12
Herkimer	12
Ideal	11 1/2
Jersey	12
Lenawee	11
Riverside	12
Sparta	11
Brick	10
Edam	7 1/2
Leiden	18
Limburger	10
Phoenicia	43
Sap Sago	20

COUPON BOOKS.	
1	5
5	1
1	5
5	1

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	23
Premium	34
Breakfast Cocoa	48

CLOTHES LINES.	
Cotton, 40 ft, per doz	1 00
Cotton, 50 ft, per doz	1 20
Cotton, 60 ft, per doz	1 40
Cotton, 70 ft, per doz	1 60
Cotton, 80 ft, per doz	1 80
June, 60 ft, per doz	80
June, 72 ft, per doz	95
COCOA SHELLS.	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes	30-35
COFFEE.	
Rio.	
Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15
Santos.	
Fair	14
Good	15
Prime	16
Golden	17
Peaberry	17
Mexican and Guatamala.	
Fair	16
Good	17
Fancy	18
Maracaibo.	
Prime	20
Milled	21
Java.	
Interior	20
Private Growth	22
Mandehling	24
Mocha.	
Imitation	22
Arabian	24
Roasted.	
Clark Jewell-Wells Co.'s Brands	
Fifth Avenue	28
Jewell's Arabian Mocha	28
Wells' Mocha and Java	24
Wells' Perfection Java	24
Senesaho	23
Breakfast Blend	20
Yellow City Maracaibo	18 1/2
Ideal Blend	14
Leader Blend	12

COUPON PASS BOOKS.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50
Credit Checks.	
500, any one denom'n	3 00
1000, any one denom'n	5 00
2500, any one denom'n	8 00
Steel punch	75

## DRIED FRUITS—DOMESTIC

Apples.	
Sundried	5 1/2
Evaporated 50 lb boxes	8 1/2
California Fruits.	
Apricots	7 1/2 @ 8 1/2
Blackberries	2
Nectarines	2
Peaches	8 @ 9
Pears	8 @
Fitted cherries	12
Raspberries	12
California Prunes.	
100-120 25 lb boxes	3 1/2
90-100 25 lb boxes	4
80-90 25 lb boxes	4 1/2
70-80 25 lb boxes	5
60-70 25 lb boxes	5 1/2
50-60 25 lb boxes	7 1/2
40-50 25 lb boxes	8 1/2
30-40 25 lb boxes	8 1/2
1 cent less in 50 lb cases	

FOREIGN.	
Currants.	
Patras bbls	6 1/2
Vostizas 50 lb cases	6 3/4
Cleaned, bulk	8
Cleaned, packages	8 1/2
Peel.	
Citron American 10 lb bx	13
Lemon American 10 lb bx	12
Orange American 10 lb bx	12
Raisins.	
Ondura 28 lb boxes	8 @ 8 1/2
Sultana 1 Crown	11
Sultana 2 Crown	11
Sultana 3 Crown	11
Sultana 4 Crown	11
Sultana 5 Crown	11
Sultana 6 Crown	12
Sultana package	14

FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages	1 75
Bulk, per 100 lbs	3 50
Grits.	
Walsh-DeRoo Co.'s	2 15
Bulk in 100 lb. bags	3 00
Hominy.	
Barrels	2 50
Flake, 50 lb. drums	1 00
Beans.	
Dried Lima	3
Medium Hand Picked	90
Macaroni and Vermicelli.	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley.	
Common	2 50
Chester	2 40
Empire	2 75
Peas.	
Green, bu	85
Split, per lb	2
Rolled Oats.	
Rolled Avena, bbl	3 75
Monarch, bbl	3 50
Monarch, 1/2 bbl	1 95
Private brands, bbl	
Quaker cases, 1/2 bbl	3 20
Huron, cases	1 75
Sago.	
German	3 1/2
East India	3
Wheat.	
Cracked, bulk	3 1/2
24 2 lb packages	2 50

## ONE CENT COUPON

Universal Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Superior Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50

## Fish.

Cod.	
Georges cured	4 1/2
Georges genuine	5 1/2
Georges selected	6 1/2
Strips or bricks	5 @ 7 1/2
Halibut.	
Chunks	10
Strips	9
Herring.	
Holland white hoops, bbl	10 25
Holland white hoop, keg	5 50
Holland white hoop, mchs	72
Norwegian	11 00
Round 100 lbs.	3 40
Round 40 lbs.	1 60
Scaled	15
Flackerel.	
Mess 100 lbs.	16 00
Mess 40 lbs.	6 70
Mess 10 lbs.	1 75
Mess 8 lbs.	1 43
No. 1 100 lbs.	14 50
No. 1 40 lbs.	6 10
No. 1 10 lbs.	1 60
No. 1 8 lbs.	1 30
No. 2 100 lbs.	14 00
No. 2 40 lbs.	4 30
No. 2 10 lbs.	1 15
No. 2 8 lbs.	95
Sardines.	
Russian kegs	55
Trout.	
No. 1 100 lbs.	4 50
No. 1 40 lbs.	2 10
No. 1 10 lbs.	60
No. 1 8 lbs.	51
Whitefish.	
No. 1 100 lbs.	6 75
No. 1 40 lbs.	3 00
No. 1 10 lbs.	83
No. 1 8 lbs.	69

## FLAVORING EXTRACTS.

Jennings'.	
D.C. Vanilla	2 0z. 1 20
D.C. Lemon	2 0z. 1 20
3 0z. 1 50	3 0z. 1 00
4 0z. 2 00	4 0z. 1 40
6 0z. 3 00	6 0z. 2 00
No. 8 4 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 2 T. 1 25	No. 2 T. 80
No. 3 T. 2 00	No. 3 T. 35
No. 4 T. 2 40	No. 4 T. 50
Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
Regular Grade Lemon	2 0z. 75
4 0z. 1 50	
Regular Vanilla	2 0z. 1 20
4 0z. 2 40	
XX Grade Lemon	2 0z. 1 50
4 0z. 3 00	
XX Grade Vanilla	2 0z. 1 75
4 0z. 3 50	

## HERBS.

Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
JELLY.	
15 lb palls	40
30 lb palls	73
LYE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25
LICORICE.	
Pure	30
Calabria	25
Sicily	14
Root	10
MINCE MEAT.	
Ideal, 3 doz. in case	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 75
Anchor Parlor	1 60
No. 2 Home	1 10
Export Parlor	4 00
MOLASSES.	
New Orleans.	
Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25 @ 35
Half-barrels 2c extra	
MUSTARD.	
Horse Radish, 1 doz	1 75
Horse Radish, 2 doz	3 50
Bayle's Celery, 1 doz	1 75
PIPES.	
Clay, No. 216	1 70
Clay, T. D. full count	65
Cob, No. 3	85
POTASH.	
48 cans in case.	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PICKLES.	
Medium.	
Barrels, 1,200 count	5 50
Half bbls, 600 count	3 30
Small.	
Barrels, 2,400 count	6 75
Half bbls, 1,200 count	4 00
RICE.	
Domestic.	
Carolina head	6 1/2
Carolina No. 1	5
Carolina No. 2	4 1/2
Broken	3 1/2
Imported.	
Japan, No. 1	5 1/2
Japan, No. 2	5 1/2
Java, fancy head	6
Java, No. 1	5
Table	5 1/2
SALERATUS.	
Packed 80 lbs. in box.	
Church's	3 30
Barrels, 100 3 lb bags	2 75
Dwight's	3 30
Taylor's	3 00
SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes	1 50
Barrels, 100 3 lb bags	2 75
Butter, 28 lb. bags	2 40
Butter, 56 lb. bags	30
Butter, 20 14 lb. bags	3 00
Butter, 280 lb. bbls	2 50
Common Grades.	
100 3 lb sacks	1 70
60 5 lb sacks	1 55
28 10 lb sacks	1 45
Worcester.	
50 4 lb. cartons	3 25
115 2 1/2 lb. sacks	4 00
60 5 lb. sacks	3 75
22 14 lb. sacks	3 50
30 10 lb. sacks	3 50
28 lb. linen sacks	32
56 lb. linen sacks	30
Bulk in barrels	2 50
Warsaw.	
56-lb dairy in drill bags	30
28-lb dairy in drill bags	15
Ashton.	
56-lb dairy in linen sacks	60
Higgins.	
56-lb dairy in linen sacks	60
Solar Rock.	
56-lb sacks	21
Common.	
Granulated Fine	77
Medium Fine	88

## SAL SODA.

Granulated bbls.	75
Granulated, 100 lb cases	90
Lump, bbls	75
Lump, 145 lb kegs	85
SEEDS.	
Anise	9
Canary, Smyrna	3
Caraway	8
Cardamon, Malabar	60
Celery	11
Hemp, Russian	3 1/2
Mixed Bird	4 1/2
Mustard, white	5
Poppy	8 1/2
Rape	4 1/2
Cuttle Bone	20
SNUFF.	
Scotch, in bladders	37
Maccabor, in jars	35
French Rappee, in jars	43
SOAP.	

## JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd.	3 33
American Family, unwrp'd	3 27
Dome	3 33
Cabinet	2 20
Savon	2 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 3/4 lb.	3 00
Kirkline	3 75
Eos	3 65
One box American Family free with five.	
Schulte Soap Co.'s Brand.	

## 100 cakes, 75 lbs.

Single box	2 80
5 box lots	2 75
10 box lots	2 70
25 box lots	2 60

## Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars	2 75
Good Cheer, 60 1-lb. bars	3 75
Uno, 100 1/2-lb. bars	2 50
Doll, 100 10-lb. bars	2 05
Scouring.	
Sapallo, kitchen, 3 doz	2 40
Sapallo, hand, 3 doz	2 40
SODA.	
Boxes	5 1/2
Kegs, English	4 1/2
SPICES.	
Whole Sifted.	
Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund	32
Cassia, Saigon in rolls	32
Cloves, Amboy	16
Cloves, Zanzibar	9
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	10
Pepper, Singapore, white	12
Pepper, shot	12
Pure Ground in Bulk.	
Allspice	12
Cassia, Batavia	32
Cassia	

**STARCH.**



**Kingsford's Corn.**  
 10 1-lb packages 6  
 20 1-lb packages 6 1/2  
**Kingsford's Silver Gloss.**  
 10 1-lb packages 6 1/2  
 6-lb boxes 7  
**Diamond.**  
 64 10c packages 5 00  
 125 5c packages 5 00  
 32 10c and 64 5c packages 5 00  
**Common Corn.**  
 20 1-lb packages 4 1/2  
 40 1-lb packages 4 1/2  
 20 1-lb boxes 4  
 40 1-lb boxes 3 1/2  
**Common Gloss.**  
 1-lb packages 4 1/4  
 3-lb packages 4 1/4  
 6-lb packages 4 1/4  
 40 and 50 lb boxes 3  
 Barrels 2 3/4

**STOVE POLISH.**



No. 4 3 doz in case, gross. 4 50  
 No. 6 3 doz in case, gross. 7 20

**SUGAR.**

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

**Cut Leaf.** 5 75  
**Domino.** 5 63  
**Cubes.** 5 31  
**Powdered.** 5 31  
**XXXX Powdered.** 5 38  
**Mould A.** 5 38  
**Granulated in bbls.** 5 13  
**Granulated in bags.** 5 13  
**Fine Granulated.** 5 13  
**Extra Fine Granulated.** 5 25  
**Diamond Confec. A.** 5 13  
**Confec. Standard A.** 4 00  
 No. 1 4 75  
 No. 2 4 75  
 No. 3 4 69  
 No. 4 4 63  
 No. 5 4 56  
 No. 6 4 44  
 No. 7 4 38  
 No. 8 4 31  
 No. 9 4 25  
 No. 10 4 19  
 No. 11 4 13  
 No. 12 4 06  
 No. 13 4 00  
 No. 14 4 00  
 No. 15 3 94  
 No. 16 3 88

**SYRUPS.**

**Corn.**  
 Barrels 16  
 Half bbls. 18  
**Pure Cane.**  
 Fair 16  
 Good 20  
 Choice 25

**TABLE SAUCES.**

Lea & Perrin's, large 4 75  
 Lea & Perrin's, small 2 75  
 Halford, large 3 75  
 Halford small 2 25  
 Salad Dressing, large 4 55  
 Salad Dressing, small 2 65

**TOBACCOS.**

**Cigars.**  
 Clark-Jewell-Wells Co.'s brand.  
 New Brick 35 00  
 H. & P. Drug Co.'s brand.  
 Quintette 35 00  
 G. J. Johnson Cigar Co.'s brand.



S. C. W. 35 00  
 H. Van Tongeren's Brand.  
 Star Green 35 00

**VINEGAR.**

Malt White Wine 7  
 Pure Cider 8

**Washing Powder**



00 12 oz pkgs. 3 50  
**WICKING.**  
 No. 0, per gross 25  
 No. 1, per gross 30  
 No. 2, per gross 40  
 No. 3, per gross 75

**Fish and Oysters**

**Fresh Fish.** Per lb.  
 Whitefish 9  
 Trout 9  
 Black Bass 10  
 Halibut 15  
 Clisoes or Herring 4  
 Bluefish 10  
 Live Lobster 18  
 Softed Lobster 20  
 Cod 8  
 Haddock 10  
 No. 1 Pickerel 7  
 Pike 8  
 Smoked White 9  
 Red Snapper 12  
 Col River Salmon 15  
 Mackerel 18

**Oysters in Cans.**

F. H. Counts 35  
 F. J. D. Selects 27  
 Selects 22  
 F. J. D. Standards 20  
 Anchors 18  
 Standards 16  
 Favorites 14

**Oysters in Bulk**

F. H. Counts 1 75  
 Extra Selects 1 50  
 Selects 1 25  
 Anchor Standards 1 10  
 Standards 1 00  
 Clams 1 25

**Shell Goods.**

Oysters, per 100 1 25 @ 1 50  
 Clams, per 100 2 25 @ 2 50

**Hides and Pelts.**

Perkins & Hess pay as follows:  
**Hides.**  
 Green 7 @ 8  
 Part cured 8 @ 8 1/2  
 Full Cured 8 1/4 @ 9 1/4  
 Dry 9 @ 11  
 Kips, green 7 @ 8  
 Kips, cured 7 @ 8  
 Calfskins, green 7 1/2 @ 9 1/4  
 Calfskins, cured 8 1/2 @ 10  
 Deaconskins 25 @ 30  
**Pelts.**  
 Shearlings 5 @ 30  
 Lambs 40 @ 1 00  
 Old Wool 60 @ 1 00

**Furs.**

Mink 50 @ 1 30  
 Coon 20 @ 90  
 Skunk 50 @ 1 00  
 Muskrats, fall 5 @ 12  
 Muskrats, spring 12 @ 16  
 Muskrats, winter 12 @ 16  
 Red Fox 1 25 @ 1 50  
 Gray Fox 40 @ 70  
 Cross Fox 2 5 @ 5 00  
 Badger 20 @ 60  
 Cat, Wild 15 @ 40  
 Cat, House 10 @ 20  
 Fisher 3 50 @ 7 00  
 Lynx 1 0 @ 2 00  
 Martin, Dark 1 50 @ 3 00  
 Martin, Yellow 75 @ 1 50  
 Otter 5 00 @ 9 00  
 Wolf 75 @ 1 50  
 Bear 7 00 @ 15 00  
 Beaver 2 00 @ 6 00  
 Opium Castors 5 @ 8 00  
 Beaver 5 @ 15  
 Deerskin, dry, per lb. 15 @ 25  
 Deerskin, gr'n, per lb. 10 @ 15

**Wool.**

Washed 14 @ 23  
 Unwashed 17 @ 17

**Miscellaneous.**

Tallow 2 1/2 @ 3 1/4  
 Grease Butter 1 @ 2  
 Switches 1 1/2 @ 2  
 Ginseng 3 @ 25

**Candies.**

**Stick Candy.**

Standard 6 1/2 @ 7  
 Standard H. H. 6 1/2 @ 7  
 Standard Twist 6 @ 8  
 Cut Leaf 8 1/2 @ 8 1/2  
 Jumbo, 32 lb 8 1/2 @ 8 1/2  
 Extra H. H. 8 1/2 @ 8 1/2  
 Boston Cream 8 1/2 @ 8 1/2

**Mixed Candv.**

Standard 6 @ 6  
 Conserve 7 @ 7 1/2  
 Royal 7 1/2 @ 7 1/2  
 Ribbon 8 1/2 @ 8 1/2  
 Broken 8 1/2 @ 8 1/2  
 Cut Leaf 8 1/2 @ 8 1/2  
 English Rock 8 @ 8  
 French Cream 8 1/2 @ 8 1/2  
 Valley Pan. 8 1/2 @ 8 1/2  
 Vandy Cream 10 @ 10  
 40 Cherry Cream 13 @ 13

**Fancy-In Bulk.**

Lozenges, plain 8 1/2 @ 8 1/2  
 Lozenges, printed 8 1/2 @ 8 1/2  
 Choc. Drops 11 @ 11  
 Choc. Monumentals 11 @ 11  
 Gum Drops 6 @ 6  
 Moss Drops 8 @ 8  
 Sour Drops 8 1/2 @ 8 1/2  
 Imperials 8 1/2 @ 8 1/2

**Fancy-In 5 lb. Boxes.**

Lemon Drops 50  
 Sour Drops 50  
 Peppermint Drops 50  
 Chocolate Drops 50  
 H. M. Choc. Drops 50  
 Gum Drops 50  
 Moss Drops 50  
 Licorice Drops 50  
 A. B. Licorice Drops 50  
 Lozenges, plain 50  
 Lozenges, printed 50  
 Imperials 50  
 Mottos 50  
 Cream Bar 50  
 Molasses Bar 50  
 Hand Made Creams 80 @ 1 00  
 Plain Creams 60 @ 90  
 Decorated Creams 90  
 String Rock 60  
 Burnt Almonds 1 25 @ 25  
 Wintergreen Berries 60 @ 60

**Caramels.**

No. 1 wrapped, 2 lb. boxes 30  
 No. 1 wrapped, 3 lb. boxes 45  
 No. 2 wrapped, 2 lb. boxes 45

**Fruits.**

**Oranges.**  
 Mexicans 150 175-200 @ 4 25  
 Cal. Seedlings 63 @ 50  
 Fancy Navels 112 @ 3 25  
 126 to 216 @ 4 75  
**Lemons.**  
 Strictly choice 360s. 35  
 Strictly choice 300s. 35  
 Fancy 360s. 40 @ 40  
 Ex-Fancy 300s. 40 @ 40

**Bananas.**  
 Medium bunches 1 25 @ 1 50  
 Large bunches 1 75 @ 2 00

**Foreign Dried Fruits.**

**Figs.**  
 Choice, 10 lb boxes 10  
 Extra choice, 14 lb boxes 12  
 Fancy, 12 lb boxes 13  
 Fancy, 50 lb boxes 14  
 Imperial Mikados, 18 lb boxes 14  
 Puled, 6 lb boxes 14  
 Naturals, in bags 13  
**Dates.**  
 Fards in 10 lb boxes 6  
 Fards in 60 lb cases 6  
 Persians, H. M. B., 60 lb cases, new 6  
 Sairs, 60 lb cases 4 1/2

**Nuts.**

Almonds, Tarragona 12 @ 12  
 Almonds, Ivaca 11 @ 11  
 Almonds, California, soft shelled 13 @ 13  
 Brazils new 9 @ 9  
 Filberts 10 @ 10  
 Walnuts, Grenoble 13 @ 13  
 Walnuts, Calif No. 1 11 @ 11  
 Walnuts, soft shelled 10 @ 10  
 Calif 10 @ 10  
 Table Nuts, fancy 8 1/2 @ 8 1/2  
 Table Nuts, choice 10 @ 10  
 Pecans, Med. 8 @ 8  
 Pecans, Ex. Large 10 @ 10  
 Pecans, Jumbos 12 @ 12  
 Hickory Nuts per bu., Ohio, new 14 @ 15  
 Cocoanuts, full sacks 75 @ 75  
**Peanuts.**  
 Fancy, H. P., Suns 6 1/2 @ 6 1/2  
 Fancy, H. P., Flags 6 1/2 @ 6 1/2  
 Roasted 6 1/2 @ 6 1/2  
 Choice, H. P., Extras 4 @ 4  
 Choice, H. P., Extras, Roasted 5 1/2 @ 5 1/2

**Grains and Feedstuffs**

**Wheat.**

Wheat 86  
**Winter Wheat Flour.**  
 Local Brands.  
 Patents 5 50  
 Second Patent 5 00  
 Straight 4 80  
 Clear 4 40  
 Graham 4 40  
 Buckwheat 4 75  
 Rye 4 25  
 Subject to usual cash discount.  
 Flour in bbls., 25c per bbl. additional.  
 Worden Grocer Co.'s Brand.  
 Quaker, 1/2s. 4 65  
 Quaker, 1/4s. 4 55  
 Quaker, 1/8s. 4 65  
 Guard, Fairfield & Co.'s Brand.  
 Whole Wheat 1-16s. 5 20

**Spring Wheat Flour.**

Clark-Jewell-Wells Co.'s Brand.  
 Pillsbury's Best 1/2s. 5 55  
 Pillsbury's Best 1/4s. 5 45  
 Pillsbury's Best 1/8s. 5 35  
 Pillsbury's Best 1/4s paper. 5 35  
 Pillsbury's Best 1/8s paper. 5 35  
 Ball-Barnhart-Putman's Brand.  
 Grand Republic, 1/2s. 5 55  
 Grand Republic, 1/4s. 5 45  
 Grand Republic, 1/8s. 5 35  
 Lemon & Wheeler Co.'s Brand.  
 Gold Medal 1/2s. 5 55  
 Gold Medal 1/4s. 5 45  
 Gold Medal 1/8s. 5 35  
 Parisian, 1/2s. 5 55  
 Parisian, 1/4s. 5 45  
 Parisian, 1/8s. 5 35  
 Olney & Judson's Brand.  
 Ceresota, 1/2s. 5 55  
 Ceresota, 1/4s. 5 45  
 Ceresota, 1/8s. 5 35  
 Worden Grocer Co.'s Brand.  
 Laurel, 1/2s. 5 55  
 Laurel, 1/4s. 5 45  
 Laurel, 1/8s. 5 35

**Meal.**

Bolted 1 75  
 Granulated 2 00

**Feed and Millstuffs.**

St. Car Feed, screened 14 00  
 No. 1 Corn and Oats 13 00  
 Unbolted Corn Meal 12 00  
 Winter Wheat Bran 11 00  
 Winter Wheat Middlings 11 00  
 Screenings 10 00

**The O. E. Brown Mill Co. quotes as follows:**

**New Corn.**  
 Car lots 29  
 Less than car lots 31  
**Oats.**  
 Car lots 24  
 Carlots, clipped 26  
 Less than car lots 28

**Hay.**

No. 1 Timothy carlots 9 00  
 No. 1 Timothy, ton lots 10 00

**Crackers.**

The N. Y. Biscuit Co. quotes as follows:

**Butter.**  
 Seymour XXX 5 1/2  
 Seymour XXX, 3 lb. carton 6  
 Family XXX 5 1/2  
 Family XXX, 3 lb. carton 6  
 Salted XXX 5 1/2  
 Salted XXX, 3 lb. carton 6  
**Soda.**  
 Soda XXX 6 1/4  
 Soda XXX, 3 lb. carton 6 1/2  
 Soda, City 7 1/2  
 Zephyrette 10  
 Long Island Wafers 11  
 L. I. Wafers, 1 lb carton 12  
**Oyster.**  
 Square Oyster, XXX 6  
 Sq. Oys. XXX, 1 lb carton 7  
 Farina Oyster, XXX 6

**SWEET GOODS-Boxes.**

Animals 10  
 Bent's Cold Water 13  
 Belle Rose 8  
 Coffee Taffy 9  
 Frosted Honey 8 1/2  
 Graham Crackers 12  
 Ginger Snaps, XXX round 7  
 Ginger Snaps, XXX city 7  
 Gin. Snps, XXX home made 7  
 Gin. Snps, XXX scalloped 7  
 Ginger Vanilla 8  
 Imperials 8 1/2  
 Jumbles, Honey 11  
 Molasses Cakes 8  
 Marshmallow 15  
 Marshmallow Creams 16  
 Pretzels, hand made 16  
 Pretzellets, Little German 6 1/2  
 Sugar Cake 8  
 Sultanas 12  
 Sears' Lunch 7 1/2  
 Vanilla Square 8 1/2  
 Vanilla Wafers 14  
 Pecan Wafers 15 1/2  
 Mixed Picnic 10 1/2  
 Cream Jumbles 11 1/2  
 Boston Ginger Nuts 8 1/2  
 Chimmie Fadden 10  
 Pineapple Glace 8  
 Penny Cakes 8 1/2  
 Marshmallow Walnuts 16  
 Belle Isle Picnic 11

**Provisions.**

Swift & Company quote as follows:

**Barreled Pork.**

Mess 8 50  
 Back 11 00  
 Clear back 9 50  
 Short cut 9 50  
 Pig 14 00  
 Bean 8 00  
 Family 9 50

**Dry Salt Meats.**

Bellies 5 1/2  
 Briskets 5 1/2  
 Extra shorts 5 1/4

**Smoked Meats.**

Hams, 12 lb average 9  
 Hams, 14 lb average 8 1/2  
 Hams, 16 lb average 8 1/2  
 Hams, 20 lb average 7 1/2  
 Ham dried beef 15  
 Shoulders (N. Y. cut) 6 1/2  
 California hams 5 1/2  
 Boneless hams 9  
 Cooked ham 11

**Lards. In Tierces.**

Compound 4  
 Kettle 5 1/2  
 55 lb Tubs, advance 7 1/2  
 80 lb Tubs, advance 7 1/2  
 50 lb Tins, advance 7 1/2  
 20 lb Pails, advance 7 1/2  
 10 lb Pails, advance 7 1/2  
 5 lb Pails, advance 7 1/2  
 3 lb Pails, advance 7 1/2

**Sausages.**

Bologna 5  
 Liver 6 1/2  
 Frankfurt 7  
 Blood 6 1/2  
 Tongue 9  
 Head cheese 6 1/2

**Beef.**

Extra Mess. 9 00  
 Boneless 12 25  
 Rump 12 50

**Pigs' Feet.**

Kits, 15 lbs. 80  
 1/4 bbls, 40 lbs. 1 50  
 1/2 bbls, 80 lbs. 2 80

**Tripe.**

Kits, 15 lbs. 75  
 1/4 bbls, 40 lbs. 1 40  
 1/2 bbls, 80 lbs. 2 75

**Casings.**

Pork 16  
 Beef rounds 4 1/2  
 Beef middles 10  
 Sheep 60

**Butterine.**

Rolls, dairy 10  
 Solid, dairy 9 1/2  
 Rolls, creamery 14  
 Solid, creamery 13 1/2

**Canned Meats.**

Corned beef, 2 lb. 2 10  
 Corned beef, 14 lb. 14 00  
 Roast beef, 2 lb. 2 10  
 Potted ham, 1/2s. 60  
 Potted ham, 1/4s. 1 00  
 Deviled ham, 1/2s. 60  
 Deviled ham, 1/4s. 1 00  
 Potted tongue 1/2s. 60  
 Potted tongue 1/4s. 1 00

**Fresh Meats.**

**Beef.**

Carcass 5 1/2 @ 7 1/2  
 Fore quarters 5 @ 6  
 Hind quarters 7 @ 9  
 Ribs No. 3 9 @ 12  
 Ribs 8 @ 12  
 Rounds 6 1/2 @ 7 1/2  
 Chucks 4 @ 5  
 Plates 4 @ 3

**Pork.**

Dressed 4 @ 4  
 Loin 6 @ 6  
 Shoulders 6 @ 6  
 Leaf Lard 5 1/2 @ 5 1/2

**Mutton.**

Carcass 6 @ 7  
 Spring Lambs 8 @ 9

**Veal.**

Carcass 6 @ 8

**Oils.**

**Barrels.**

Eocene 11 1/2 @ 11 1/2  
 XXX W.W. Mich. Hdt 8 1/2 @ 8 1/2  
 W W Michigan 11 1/2 @ 11 1/2  
 Diamond White 8 @ 8  
 D. S. Gas 7 @ 7  
 Deo. Naptha 7 1/2 @ 7 1/2  
 Cylinder 25 @ 25  
 Engine 11 @ 11  
 B ack, winter 8 @ 8

**Crockery and Glassware.**

**AKRON STONWARE.**

**Butters.**

1/2 gal., per doz. 50  
 1 to 6 gal., per gal. 5 1/2  
 8 gal., per gal. 6 1/2  
 12 gal., per gal. 6 1/2  
 15 gal. meat-tubs, per gal. 8  
 20 gal. meat-tubs, per gal. 10  
 25 gal. meat-tubs, per gal. 10  
 30 gal. meat-tubs, per gal. 10

**Churns.**

2 to 6 gal., per gal. 5 1/4  
 Churn Dashers, per doz. 85

**Milkpans.**

1/2 gal. flat or rd. bot., doz. 60  
 1 gal. flat or rd. bot., each 5 1/4

**Fine Glazed Milkpans.**

1/2 gal. flat or rd. bot., doz. 65  
 1 gal. flat or rd. bot., each 5 1/4

**Stewpans.**

1/2 gal. fireproof, bail, doz. 85  
 1 gal. fireproof, bail, doz. 1 10

**Jugs.**

1/2 gal., per doz. 40  
 1/2 gal., per doz. 50  
 1 to 5 gal., per gal. 6 1/4

**Tomato Jugs.**

1/2 gal., per doz. 70  
 1 gal., each 7  
 Corks for 1/2 gal., per doz. 20  
 Corks for 1 gal., per doz. 30

**Preserve Jars and Covers.**

1/2 gal., stone cover, doz. 75  
 1 gal., stone cover, doz. 1 00

**Sealing Wax.**

5 lbs. in package, per lb. 2

**LAMP BURNERS.**

No. 0 Sun 45  
 No. 1 Sun 50  
 No. 2 Sun 75  
 Tubular 50  
 Security, No. 1 65  
 Security, No. 2 85  
 Nutmeg 50  
 Climax 1 50

**Drugs--Chemicals**

**MICHIGAN STATE BOARD OF PHARMACY.**

Term expires  
 S. E. PARKILL, Owosso - Dec. 31, 1897  
 F. W. R. PERRY, Detroit - Dec. 31, 1898  
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899  
 GEO. GUNDRUM, Ionia - Dec. 31, 1900  
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901

President, F. W. R. PERRY, Detroit.  
 Secretary, GEO. GUNDRUM, Ionia.  
 Treasurer, A. C. SCHUMACHER, Ann Arbor.

**Examination Sessions.**

Detroit—Tuesday, Jan. 4 and 5.  
 Grand Rapids—March 1 and 2.  
 Star Island—June 27 and 28.  
 Marquette—About Sept. 1.  
 Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

**MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.**

President—A. H. WEBBER, Cadillac.  
 Secretary—CHAS. MANN, Detroit.  
 Treasurer—JOHN D. MUIR, Grand Rapids.

**Fallacies Regarding the Druggist and His Vocation.**

Written for the TRADESMAN.

It is to be regretted that, while a hundred errors of this nature will be scattered broadcast among the people in a brief period of time, truth is so extremely slow in its dissemination. This is more particularly the case among the uneducated and thoughtless, and is the most perplexing feature to contend with in such a field. Our native Yankee is the most inquisitive human being known, and will invent the most ingenious and often amusing "ways and means" to accomplish his purpose. First, from the very nature of the drug business, much of it is a sealed book to the uninitiated and therefore, on that account, erroneously coupled with fraud. A man or woman enters a drug store with a prescription from a physician, and either their anxiety concerning the patient, or want of confidence in the physician employed, causes them to question the druggist, almost to the verge of impertinence. The customer may not know that it is a breach of trust or propriety for the druggist to explain to them in detail the nature of, or object in using, the medicine prescribed, or even to converse with them upon that subject, and it is only by courtesy that he may briefly answer a few questions concerning it. The party employing a physician should possess confidence in him, and converse with him alone regarding everything connected with the patient's disease and treatment.

Our native American is altogether too inquisitive, even many times to rudeness, while the native of the Old World has been taught to repose more confidence in both the physician and the apothecary. It is a common error to infer that the prescription of a physician and the ordinary recipes and formulas of farmers, mechanics and non-professional persons should all be entitled to the same rules and deference from the chemist and druggist, when called upon to prepare and dispense them. With the physician's prescription the rules are inexorable, while the domestic formulas from all other classes of people may be discussed from every standpoint, by any person, and may be altered and changed in kind and quantity, if consented to by the owner, presupposing always that the druggist possesses a thorough knowledge not only of the nature of the drugs wanted, but also their minimum and maximum dose, and their liability to spontaneous combustion when combined. En passant, we may add that in some of our states the courts have decided that the drug-

gist who fills a physician's prescription is entitled and expected to retain and place the original on file, consecutively numbered and dated, for his own protection, and the party obtaining the medicine may only demand an exact copy of it. A man with whom I was acquainted entered a drug store, having a prescription from a well-known physician. Handing it to the proprietor, in whose presence I was standing, he said: "Please prepare this while I wait; and," he added, placing a finger upon one item—pulp. Opu. grs. X.--"you will omit that, as I would rather the patient should not take it." The druggist answered: "Pardon me, Mr. Gray, but I cannot change a physician's prescription in the least. I must either prepare it as only he directs, or not at all. I will assume no responsibility in taking from or adding to a physician's prescription." Mr. Gray rather curtly replied that he "thought all druggists would not be as particular and he would go elsewhere." And he did.

It is quite a common error, among even fairly well-educated persons, to imagine that much deception is practiced by druggists generally in connection with their everyday sales. Here is the basis of that error: Two ladies visit a store in company. One asks for epsom salts and muriatic acid. They are put up for her and labeled as enquired for, the first in a paper package, the other—a liquid—in a vial. Her companion then presents an order for sulphate of magnesia and spirit of salt; and, to the surprise of both ladies these also are dispensed from the same bottles and labeled with the last two names. An explanation is required. But the druggist has practiced no deception and still has dispensed exactly what each called for. It is often difficult to convince the customer that the drug they are purchasing may be known in medical nomenclature by from two to six entirely different technical names, and often as many more known as "common names," in use by the people generally, all of which are correct and desirable. In fact, there are comparatively few druggists who are perfectly familiar with all the more common names of the great number of botanic medicines known as "simples" which it has become necessary to keep in stock.

As a rule, it is a mistake of the druggist, when a customer calls for a medicine—it matters not how cheap or simple—to question his use of it, or to discourage the use of it, if he personally knows it to be harmless. Even a word concerning it spoken inadvertently, leading him to think he has blundered or is ignorant of its use, may drive the customer from your store permanently. Scarcely a year ago I witnessed an object lesson of this kind. A well-dressed gentleman entered a drug store and asked for half an ounce of chloride of soda. A faint smile overspread the face of the clerk, who replied, "Tom, I think you have plenty of it at home, and need not buy it, as it is only common salt, you know." I thought, on the instant, that the "you know" would let the man out; but in the presence of several strangers it apparently did not, for his face reddened on the instant, as he replied, "Yes, I know, of course, but I thought you might have a strictly pure article for medicinal purposes." The man was offended and, to my certain knowledge, has never entered the store since, although his residence is near by. FRANK A. HOWIG.

**The Drug Market.**

Opium—Is steady and unchanged.  
 Morphine—Is firm at the recent advance, with good demand.

Quinine—On account of large offerings of bark at the Amsterdam sales on the 9th, lower prices were paid and quinine has declined 2c for all brands. This was unexpected, as an advance was looked for rather than a decline.

Acids—The market is steady, with the exception of boracic, which is very firm, with an advance looked for.

Balsams—Copaiba is firm and in good demand. Peru is firm and stocks are light.

Cocaine—Market is strong and a further advance is looked for.

Cubeb Berries—Have advanced abroad and prices here have an upward tendency.

Essential Oils—Lemon grass has advanced over 100 per cent. Stocks are very light and only small packages can be had. Orange is firm, but unchanged.

Gums—Camphor is quiet, on account of the season, but firm in price. Japan is again being imported in large quantities and is in good demand, on account of its handsome appearance. Guaiac is lower.

Juniper Berries—The better grades are in small stock and the market is firmer, with an upward tendency.

Leaves—Shortbuchu are slightly lower. Senna are firm and the better grades are scarce.

Mercurials—Are quiet and unchanged, but on account of the decline in quicksilver, lower prices may be looked for.

Roots—Columbo is very scarce and the market is advancing rapidly. Golden seal is quiet and unchanged. Serpentina is scarce and firm. Gentian and hellebore are in small supply in the primary markets, and high prices will rule next year.

**A German Druggist's Experience with Advertising.**

"Dot newsbaber feller he coom aroun' und say he, 'Mr. Schmidt, bleas, an atferdisement oph your peezeness.' I say, 'Geet owet, I don't got no money for such dings—it's all blagued nonsense, dis atferdising.' But bimeby, bretty soon, dot feller he make me belief I makes a gross-big vortune eef I atverdis mit his newsbaber—so I say, 'Ferry vell, I atferdis.' But, chiminy gricked! I tou't know anyt'ings vot to say in dot atferdisement! Nefer mind—I t'inks I gif him choots such a leetle lapel like dis—"

(Here he handed me the label of a package of headache powder, which read, "Gustavus Schmidt's Fatherland Headache Powder—warranted to contain no quinine, anti-pyrine, or other hurtful drugs. Three powders in each package. Price 10 cents.")

"Und I dells him, 'Dere—you butts dot in der newsbaber vor mine atferdisement—now, geet owet!'"

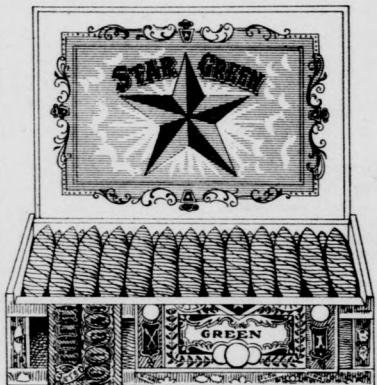
"Now vot you dinks? Dot feller he come aroun' t'ree, your day later, und he gif me a pill vor dot atferdisement. I vorgit all about dot plame atferdisement so I say, 'Vell, but vurst I must see id in the baber.' Den he bulls owet a newbaber mit his bocket, und he put his finger up in one leetle gornor, about so pig as a hallef-eench, und I reat my atferdisement. But, holy schmoke! vot

you dinks? Dot feller he print in dot newsbaber t'ree bounts in each backage! I was mat as nefer vos. I dakes dot sbentleman py the seat mit his pants und I drows him indo der shreet oud. Chiminy gricked! I dinks I pooty near exshblode! Tree bounts in each backage! only den cents! Vy, cert'inly, oof gorse, you bet dere was 'no quinine, no anti-byrine in id, at ten cents for t'ree bounts! All der beebles gome runnin' do my shore vor dem Headache Bowders, und dey pring marget-paskets mit dem to garry it away. I dinks I vas a tam vool to atferdis in der newsbabers—vot you dinks?'"

A story is told of a colored preacher who was holding a meeting in a large tobacco barn in a rural district in Kentucky. An empty tobacco hogshead was impressed into service as an elevation upon which to stand while delivering his discourse. Warming up with his subject, he soon became excited. Throwing his arms into the air above his head, and elevating one foot, he exclaimed: "De righteous shall rise and de wicked shall fall!" At the word "fall" he brought his foot down vehemently upon the head of the hogshead, and like a flash it gave way, and he dropped out of sight, being short of stature. Amid the precipitated uproar he reached up and grasped the chime of the barrel and drew himself into view, shouting, "Bress God, dey shall rise again!"



For Sale by Leading Jobbers.



Manufactured by  
**H. VAN TONGEREN, Holland, Mich.**  
 For Sale by All Jobbers.

**"MASTER"**  
**"YUMA"**

The best 5 cent cigars ever made. Sold by  
**BEST & RUSSELL CO., CHICAGO.**  
 Represented in Michigan by J. A. GONZALEZ, Grand Rapids.



Treating the Traveling Man with Due Respect.

Sidney Arnold in American Artisan.

"That fellow Snooks," said the hardware salesman to his fellow members of the knights of the grip who were lounging around the hotel reading room, "is nothing more nor less than a bowling boor and an incarnate curmudgeon. I called on him to-day, handed him my card, and asked if he needed anything in our line. After looking at my card he went toward the front of his store and picked up a newspaper without deigning to pay any attention whatever to my question. On my repeating the query I was met with a surly snarl and the retort, 'if a gentleman couldn't read his paper without being pestered to death by one of those pesky fools of salesmen?' I quietly remarked that I didn't see any gentleman present who was reading a paper and left him. Personally I would like to get a good green rawhide whip and pound a few of the fundamentals of ordinary business courtesy into the craniums of some of these uncouth boors."

"There can't be any question," said the foundry supply man, who had been an attentive listener to the hardware salesman's tale of woe, "but that this man you speak of isn't fit to stay in business, and his churlish insolence will soon drive him into a commercial ostracism which he richly merits. I notice from the expressions of sympathy accorded our friend here that the uncourteous retailer who deliberately insulted a traveling man is generally condemned, 'thumbs down' being the unanimous decree.

"If we deal thus harshly with the boorish retailer, what shall we say of the churlish manufacturer? There may be a host of reasons why it may be excusable for a retailer to turn down a traveling man, for he knows nothing of the expense of sustaining him on the road, but it is certainly execrable poor taste, to look at the matter in its most charitable light, for a manufacturer, who himself employs traveling men, and knows what it costs for travelers and expenses, to curtly refuse an audience to a representative for a first-class concern. You can wager a good E Pluribus Unum dollar to a burnt doughnut that a manufacturer wouldn't go very far out of his way to favor a dealer who had turned down one of his traveling men without an audience, granted that the man was not repulsed on account of personal offensiveness. Besides his employer, a traveling man, be he ever so inferior, must have some friends whom he might influence favorably or unfavorably, as occasion might require, in regard to any particular maker or dealer. This treatment of travelers resolves itself into a question of whose ox is gored, and the manufacturer wants a very easy blow struck when he is the anvil, but wields the hammer with all the force he can command when the other fellow is down."

"You have pretty well sized up the matter," said the competing supply man, "but let me give an illustration from the personal experience of one of my friends. A certain gentleman who covers the entire North and West, and leading Southern points as well, at least once a year, calling on makers of heating apparatus, was in a certain Eastern city recently and had on his list a certain furnace concern located one and a half miles from town, away from car lines and exceptionally inaccessible. As there was a heavy snowstorm and as the head of this furnace company was frequently absent on business trips, this salesman took the wise precaution to telephone out and ascertain if the party he wished to see was in. He also announced his intended visit, and made the trip to the foundry in the storm. On his arrival he found the manufacturer busy and consequently chatted with the book-keeper until the train he wished to take was pretty nearly due, when he told the book-keeper he would like to see Mr. Manufacturer before going. The man of ledgers went

upstairs and returned to announce that Mr. Blank 'wished to be excused.' Mr. Salesman asked the book-keeper how many traveling men his house had on the road, and on being told seven was the number, asked how Mr. Blank would like it if one of these men went to Chicago or St. Louis or other Western point to call on a possible customer only to be excused without an opportunity to explain the object of that particular visit. By this time it dawned on the book-keeper that perhaps his boss had been a trifle remiss in the extension of customary courtesies in this instance, so he naively asked: 'You ain't mad?' Mr. Salesman replied with this Parthian shot as he bowed himself out: 'Not at all, I assure you. I have too much tact for that, but Mr. Blank would be mad if any of his men were treated so.'

Welcome Decision of the Supreme Court Affecting Peddlers.

Ionia, Dec. 13.—The Supreme Court has affirmed the decision of the Ionia Circuit Court sustaining the Ionia city peddling ordinance. The city officials a year ago got after G. I. Baker, representing the American Wringer Co., and arrested him for sending a peddling wagon through here and unloading his wares. He refused to pay the license of \$5 a week, and the court held that this was a reasonable tax; also that the ordinance is constitutional. The Supreme Court decision, sustaining this position, affects municipalities all over the State. Circuit judges everywhere have held contrary to Judge Davis. The city of Ionia won in justice, Circuit and Supreme Courts, and will now make it hot for peddlers.

On receipt of this encouraging information, the Tradesman immediately appealed to Chas. Girard, City Clerk of Ionia, for a copy of the ordinance above referred to. Mr. Girard promptly responded to the request and the Tradesman herewith presents those paragraphs of the ordinance which have a direct bearing on the subject of licensing peddlers, as follows:

Sec. 5. Peddlers or persons going about said city on foot from place to place, carrying with them any goods, wares, supplies or property, or samples of the same, and selling or offering for sale the same either by sample or otherwise, shall pay for each weekly license the sum of five dollars. Peddlers or persons going about the city with a wagon or vehicle, drawn by any horse, mule or ox, or any team of either of the same, carrying goods, wares, supplies, property or samples of the same, selling or offering the same for sale by sample or otherwise, shall pay for each weekly license the sum of five dollars.

Any person selling or exposing for sale any goods, wares, jewelry or property from any wagon, hand cart or show case, or show stand on any open space, or place in said city, either by sample or otherwise, shall pay a weekly license therefor the sum of five dollars, and for each day less than one week, three dollars per day, and no such goods shall be sold on any public street or open space or place within forty feet of the main street of said city, and it shall be so specified in said license.

This section shall not apply to any person or persons selling ice, vegetables, fish, meat or farm produce, nor to bakers delivering bread and pastry to their customers at their dwellings in said city.

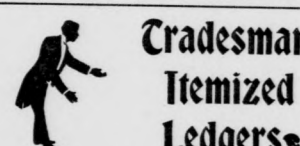
An Increased Popularity.

The demand for patent leather shoes is increasing with every year, particularly among young men. Social affairs of every description, too, have their influence upon this particular style of shoe. Time was when a man could wear almost any kind of shoe, barring ruses, with evening clothes, but to-day if he wears anything but a pair of light-soled patent leathers with his clawhammer he is considered something of a back number.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35-75
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list, 70
Blacksmith's Solid Cast Steel Hand 30c list, 40&10.....	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanese Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
com. smooth.....	com.
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 80
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 3/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9
Write for prices. Phone 1357.	
<b>THOMAS DUNN &amp; SONS,</b>	
WHOLESALE	
<b>HARDWARE SPECIALTIES, BELTING,</b>	
Engineers, Machinists and	
Factory Supplies.	
93 PEARL STREET. GRAND RAPIDS.	
	
Size, 8 1/2 x 14—3 columns.	
2 quires, 160 pages.....	\$2 00
3 quires, 240 pages.....	2 50
4 quires, 320 pages.....	3 00
5 quires, 400 pages.....	3 50
6 quires, 480 pages.....	4 00
INVOICE RECORD or BILL BOOK.	
So double pages, registers 2,80 invoices.....	\$2 00
<b>TRADESMAN COMPANY,</b>	
GRAND RAPIDS, MICH.	

### Comparative Pulling Power of City and Country Advertising.

Written for the TRADESMAN.

One reason why an advertisement in the country newspaper of to-day does not have the effect of pulling trade as does the city advertisement is because of the fact that trade in the country towns might be more properly termed "dicker." Very little cash comes into the hands of the farmer in trading with the country merchant. His goods are purchased with the products of his farm and it would be safe to say that not one farmer in four purchases his merchandise with cash. There is nothing that will put a business edge on a man so much as the handling of money. There is something magical in its clink, while the rustle of a bright new bill or the soft swish of an old one nerves a man up to the realities of life and makes him feel that this world is not all a "fleeting show," or, if it is, he has the price of admission and isn't compelled to carry water for the elephant, and that is practically what the farmer is doing today.

Pay your farmer cash for his produce, let him know that there is such a thing as money, let him handle it, let him take it home with him, and then come out in your home paper with a live advertisement and see if it will not pull trade. Why should the farmer be under the present system of doing business? An article in merchandise means to him so many dozen of eggs, so many pounds of butter, so much this and so much that. Nothing that he sells appears to have a cash value, because he does not receive the cash for it. It is true that his grain, his wood, his stock brings cash, but he doesn't have it long enough to realize that it is money. It is used for taxes, for interest, for machinery. It all goes in a bunch. If he could keep it and spend it in small amounts it would prove a revelation to him.

Sharp, shrewd business men like to deal with "business men." Then why doesn't the country merchant make business men of his farmer customers? He can do it. Let him pay them the money for their produce and it will not be long before that business man will have a cash trade and his ledger will not be so full of running accounts. I have often heard merchants say that such and such a farmer came in and got trusted for goods when he had the money in his pocket. Can you blame the farmer for doing this? If he had always received cash for his produce he would pay cash. The merchants say they pay cash for produce. But, have you noticed that it is from 10 to 15 per cent. less than they will pay in merchandise? If a farmer should happen to have cash he would be foolish to pay it out when it will buy less goods than his produce will get. No one realizes the term "per cent." more than the farmer, and when a merchant pays 14 cents for eggs in trade and 10 cents in cash he is driving money out of circulation in country towns more effectually than any currency legislation can do it. The country merchant says to the farmer, "Your produce is worth less in money than it is in merchandise," when the value of both should be the same. No business can be truly successful when run on a false financial basis.

When the farmer receives the cash for his produce, the pulling power of the country newspaper advertisement will be as strong as that of the city advertisement, if not a great deal stronger.

The farmer can then say to his wife, "Mary Ann, we have \$5 worth of produce, according to the market report; and, looking over the various advertisements, I notice that Smith, the clothier, is selling a fine pair of dollar gloves for 50 cents; I believe I'll get a pair. Brown, the jeweler, is cleaning clocks for 75 cents this week; we had better take the old clock down and have her cleaned up. Clark, the grocer, is selling woodenware for one-third off; there are a number of things mentioned that we want. Jones, the harness man, is having a run on halters; I guess I'll drop in and buy a couple. Williams, the dry goods dealer, is selling factory one-third off; don't you think we had better buy some of it?" etc., etc. He goes to town, drops into the dry goods store, buys his factory, gets the balance in money and purchases the other articles that he has read about in the home paper.

But how is it now? He comes to town. No one pays cash for produce, or, if they do, it is way below merchandise prices. He goes and purchases his factory and gets the balance in money, which, figured out in "cash prices," makes him short and he hasn't enough money to purchase what he calculated upon. He is compelled to go without some of the articles of merchandise. Which shall it be? All of the advertisements have appealed to him, one as strongly as the other; but now these advertisements have lost some of their pulling power. His plans are upset and when he goes home he feels less interested in the advertisement of the country merchant than he did.

CLYDE W. FRANCIS.

### Responsible for Excess Baggage.

From the New York Dry Goods Chronicle

At last it is decided, if it hasn't been before, that a railroad company is responsible for the safe carriage of sample trunks and contents. John E. Mercer, representing two firms of Columbus, Ohio, away back in March, 1893, shipped four trunks on the line of the Toledo & Ohio Central Railway, paying excess baggage for each trunk. They were destroyed by fire in a wreck, and the company refused to pay for them, claiming it was responsible only for the passenger's own wearing apparel.

The case was tried in a district court, and the court held that by accepting the payment for the baggage that was in excess of the passenger's ordinary allotment the company incurred liability for loss or damage. The Supreme Court of Ohio has confirmed this ruling. The amount of the judgment is \$959, which the company must pay.

Thus, all the bluffing by means of releases that didn't release the passenger from paying for excess baggage comes to naught, as it should. It has taken justice four and a half years to settle this simple question, but it is undoubtedly settled right at last. Paste this decision in your note-book, boys, for the information of other railroad officials. They, poor innocents, will never know of it if you don't.

### Unsophisticated Traveler.

From the San Francisco News-Letter.

A native of Ireland, landing at Greenock, wanted to take the train to Glasgow. Never having been in a railway station before, he did not know how to get his ticket. Seeing a lady, however, going in, Pat thought he would follow her and he would soon know how to get aboard. The lady, going to the ticket box and putting down her money, said, "Maryhill, single." Her ticket was duly handed to her, and she walked off. Pat, thinking it all right, planked down his money and shouted, "Patrick Murphy, married!"

### Why Wisconsin Has Eclipsed Michigan as a Cheese State.

From the M. A. C. Record.

In conversation with E. L. Aderhold, the noted cheese expert, the other day, we asked him what advantages Wisconsin possesses as a cheese State.

"Why, among her natural advantages Wisconsin has a good soil for raising grass, an abundance of pure water, and her climate conditions are favorable—a humid atmosphere and cool nights. Then, most of the farms are small, as compared with those farther West, which increases the yield of milk per acre."

"From what you have seen of Michigan, do you consider her natural advantages equal to those of Wisconsin?"

"Certainly. I see no reason why Michigan should not be as good a cheese State as Wisconsin."

"Then why is it that Wisconsin has got a start of Michigan in cheesemaking?"

"Wisconsin took hold of it earlier. Three or four men came there from New York and started cheesemaking on the factory system somewhere near 1870. Prices at that time were very high and because there was so much money in it the industry pushed ahead rapidly. Although it started in a haphazard way, it is now being reduced to something of a system. In this the dairy school of the Wisconsin University is doing grand work, not only by scientific and practical instruction, but by organizing numerous associations among the cheesemakers."

### Bank Notes.

Montrose—The organization of a private bank has been completed here and the resident stockholders are John Flynn, Wm. Middlebrook, James Shanahan, Charles Haight and Clarence Haight, who are to supply one-half of the stock and a Grand Rapids man takes the other half. The capital stock has been fixed at \$40,000. The erection of a new building will be commenced at once. James Shanahan was chosen President, and C. F. Haight Cashier.

Fennville—The Fennville City Bank will be reorganized under the State law. It will have a capital of \$15,000, all of which will be taken by local parties. It is probable that N. L. Rowe, one of the proprietors of the Farmers and Merchants' Bank of Athens, will occupy the position of Cashier.

Evart—The First State Savings Bank has declared a semi-annual dividend of 4 per cent. and increased the number of directors from five to seven, the present board being as follows: V. R. Davy, C. H. Rose, Wm. Rogers, V. E. Lacy, J. W. Matthews, J. S. Edwards, G. E. Brandeberry.

### A Short-Lived Scheme.

From the Jewelers' Weekly.

The trading-stamp scheme has taken a great hold upon the mercantile community. Like the watch club scheme and all other schemes, it will probably be short-lived. It cannot increase legitimate trade. It simply amounts to a taxation of the merchant to support a machine wholly unnecessary to the conduct of his business, and like all other forms of taxation, voluntary or otherwise, it enhances the cost of merchandise. In this case the added cost yields nothing worthy of consideration to either the merchant or his customer. The Trading Stamp Company sells the stamps to merchants for cash, and it sells for stamps to the merchant's customers goods which cost less than the marked prices. The merchant is obliged to charge more for his goods, the customer pays a profit to the stamp company, and, as the latter redeems stamps only after they represent purchases of \$99 or more, it also realizes a handsome profit from unredeemed coupons. The whole scheme simply amounts to supporting trading stamp companies and their management at the expense of the consumer.

### WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

### BUSINESS CHANCES.

**A GOOD DRUG BUSINESS FOR SALE;** \$3,000 in stock and fixtures. Must change climate on account of health. Address Dollars, care Michigan Tradesman. 446

**WANTED—A GOOD FLOURING MILL,** best location in the State; also good planing mill. Address F. Salisbury, Middleton, Mich. 447

**FOR SALE—DRUG STOCK FOR CASH,** one-third its real value. Address Copperas, care Michigan Tradesman. 450

**HOUSE AND LOT, WELL RENTED,** 40 acre farm, land contract; first mortgage well secured and \$2,000 to \$5,000 cash for a good exclusive or general stock. Invest'gate. Wm. Fagan, Manistee, Mich. 451

**WANTED—GOOD LOCATION IN MICHIGAN** for first-class dry goods store; town, 1,000 to 5,000 people. Address A. Z., care Michigan Tradesman. 448

**I HAVE A PARTY WANTING GROCERY OR** general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 440

**FOR SALE—IN ONE OF THE BEST BUSI-** ness towns in Northern Michigan, my entire stock of groceries; only grocery store in Petoskey doing a strictly cash business. Good reasons for selling. For particulars write to J. Wellington & Co., Petoskey, Mich. 441

**FOR SALE CHEAP—\$1,500 STOCK OF DRY** goods a bargain. Address box 5, Byron, Shiawassee Co., Mich. 445

**FOR EXCHANGE—A PARLOR GRAND AUT-** ograph, cost \$75, for typewriter of equal value. Geo. H. Monroe, Pontiac, Mich. 444

**TO RENT—FOR LIGHT MANUFACTURING** purposes; two-story building, 28x78, with 20 to 30 horse power; electric lights; side track and two railroad connections; Chicago line of boats daily for six months in the year; located in best town in northern Michigan; timber of all kinds to be had; low rent. Address box 125, Petoskey, Mich. 443

**WANTED—GROCERY STOCK IN EX-** change for house and lot located in the thriving town of Rockford, fifteen miles north of Grand Rapids. Full particulars on application. John J. Ely, Rockford, Mich. 438

**FOR SALE—DRUG STOCK, INVENTORY-** ing \$1,200, located at the corner of Leonard street and Alpine avenue, Grand Rapids. Reason for selling, owner is not a registered pharmacist. Address No. 131, care Michigan Tradesman. 434

**WANTED—BUTTER AND EGGS. IF YOU** want good prices and quick returns write us. Lunn & Strong, Toledo, Ohio. 402

**WANTED—FIRST-CLASS BUTTER FOR** retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

**FOR EXCHANGE—TWO FINE IMPROVED** farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

**FOR SALE—JUDGMENT FOR \$8.08 AGAINST** Niles H. Winans, real estate agent in the Tower Block, Tradesman Company, Grand Rapids. 382

### PATENT SOLICITORS.

**FREE—OUR NEW HANDBOOK ON PAT-** ents. Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

### MISCELLANEOUS.

**WANTED—POSITION IN NORTHERN** Michigan by registered pharmacist having twelve years' experience. Correspondence solicited. Good references furnished L. J. Snafer, 31 Calkins Ave., Grand Rapids. 419

**WANTED SITUATION—PH. G. REGIS-** tered in Michigan desires situation by Jan. 1. Three years of city experience. First-class references. Address No. 453, care Michigan Tradesman. 453

**WANTED—POSITION IN WHOLESALE OR** retail grocery or crockery business by sale man of eight years' experience. Address No. 436 care Michigan Tradesman 436

### PORTRAIT CALENDARS

We have lately placed on the market a line of portrait calendars which we think superior in many respects to the colored calendars so long in use, in that the customer who hangs up a calendar with the merchant's portrait thereon will think of him and his establishment every time he glances at the calendar.

This line of calendars is 7x11 inches in size, printed on heavy 8-ply coated litho. cardboard, with portrait of merchant at top of card and large monthly calendar pads wire stitched to lower portion of card, samples of which will cheerfully be sent on application.

In case you conclude to favor us with your order for anything in the calendar line, we trust you will send on photograph and copy for reading matter as early in the month as possible.

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

## Travelers' Time Tables.

### DETROIT, Grand Rapids & Western. Nov 21, 1897.

**Going to Detroit.**

Lv. Grand Rapids	7:00am	1:35pm	5:35pm
Ar. Detroit	11:40am	5:45pm	10:20pm

**Returning from Detroit.**

Lv. Detroit	8:00am	1:10pm	6:10pm
Ar. Grand Rapids	12:55pm	5:20pm	10:55pm

**Saginaw, Alma and Greenville.**

Lv. G R	7:10am	4:20pm	Ar. G R	12:20pm	9:30pm
---------	--------	--------	---------	---------	--------

Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

### GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect October 3, 1897.)

**Leave. EAST. Arrive.**

+ 8:45am	Saginaw, Detroit and East.	+ 9:55pm
+ 10:10am	... Detroit and East.	+ 5:07pm
+ 3:30pm	Saginaw, Detroit and East.	+ 12:45pm
+ 10:45pm	... Detroit, East and Canada.	+ 6:35am

**WEST**

* 7:00am	... Gd. Haven and Int. Pts.	* 10:15pm
+ 12:53pm	Gd. Haven and Intermediate.	+ 3:22pm
+ 5:12pm	... Gd. Haven Mil. and Chi.	+ 10:05am
+ 10:00pm	... Gd. Haven and Mil.	

Eastward—No. 14 has Wagner parlor car. No. 15 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.  
\*Daily. †Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
JAS. CAMPBELL, City Pass. Agent,  
No. 23 Monroe St.

### CHICAGO and West Michigan R'y Dec. 1, 1897.

**Going to Chicago.**

Lv. G. Rapids	8:45am	1:25pm	*11:30pm
Ar. Chicago	3:10pm	6:50pm	6:40am

**Returning from Chicago.**

Lv. Chicago	7:20am	5:15pm	*11:30pm
Ar. G'd Rapids	1:25pm	10:35pm	* 6:20am

**Muskegon.**

Lv. G'd Rapids	1:25pm	6:25pm
Ar. G'd Rapids	1:25pm	10:25am

**Traverse City, Charlevoix and Petoskey.**

Lv. G'd Rapids	7:30am	5:30pm
Ar. Traverse City	12:40pm	11:10pm
Ar. Charlevoix	3:15pm	
Ar. Petoskey	3:45pm	

**PARLOR AND SLEEPING CARS. CHICAGO.**  
Parlor cars leave Grand Rapids 1:25 p. m.; leave Chicago 5:15 p. m. Sleeping cars leave Grand Rapids \*11:30 p. m.; leave Chicago 11:30 p. m.  
**TRAVERSE CITY AND BAY VIEW.**  
Parlor car leaves Grand Rapids 7:30 a. m.  
\*Every day. Others week days only.  
Geo. DeHAVEN, General Pass. Agent.

### GRAND Rapids & Indiana Railway Dec. 5, 1897

**Northern Div. Leave Arrive**

Trav. C'y, Petoskey & Mack	+ 7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack	+ 2:15pm	+ 5:35am
Cadillac	+ 5:25pm	+ 11:15am

Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

**Southern Div. Leave Arrive**

Cincinnati	+ 7:10am	+ 8:25pm
Ft. Wayne	+ 2:10pm	+ 2:00pm
Cincinnati	* 7:00pm	* 7:25am

7:10 a. m. train has parlor car to Cincinnati.  
2:10 p. m. train has parlor car to Fort Wayne.  
7:00 p. m. train has sleeping car to Cincinnati.

**Muskegon Trains.**

**GOING WEST.**

Lv G'd Rapids	7:35am	+1:00pm	+5:40pm
Ar Muskegon	9:00am	2:10pm	7:05pm

**GOING EAST.**

Lv Muskegon	+8:10am	+11:45am	+4:00pm
Ar G'd Rapids	9:30am	12:55pm	5:20pm

†Except Sunday. \*Daily.  
C. L. LOCKWOOD,  
Gen'l Passr. and Ticket Agent.

### MINNEAPOLIS, St. Paul & Sault Ste. Marie Railway.

**WEST BOUND.**

Lv. Grand Rapids (G. R. & I.)	+7:45am
Lv. Mackinaw City	4:20pm
Ar. Gladstone	9:50pm
Ar. St. Paul	8:45am
Ar. Minneapolis	9:30am

**EAST BOUND.**

Lv. Minneapolis	+6:30pm
Ar. St. Paul	7:20pm
Ar. Gladstone	5:45am
Ar. Mackinaw City	11:00am
Ar. Grand Rapids	10:00pm

W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.  
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

## CANADIAN Pacific Railway.

**EAST BOUND.**

Lv. Detroit	+11:45am	*11:35pm
Ar. Toronto	8:30pm	8:15am
Ar. Montreal	7:20am	8:00pm

**WEST BOUND.**

Lv. Montreal	8:50am	9:00pm
Lv. Toronto	4:00pm	7:30am
Ar. Detroit	10:45pm	2:10pm

D. McNicoll, Pass. Traffic Mgr., Montreal.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

### DULUTH, South Shore and Atlantic Railway.

**WEST BOUND.**

Lv. Grand Rapids (G. R. & I.)	+11:10pm	+7:45am
Lv. Mackinaw City	7:35am	4:20pm
Ar. St. Ignace	9:00am	5:20pm
Ar. Sault Ste. Marie	12:20pm	9:50pm
Ar. Marquette	2:50pm	10:40pm
Ar. Nestoria	5:30pm	12:45am
Ar. Duluth	8:30am	

**EAST BOUND.**

Lv. Duluth	+6:30pm	
Ar. Nestoria	+11:15am	2:45am
Ar. Marquette	1:30pm	4:30am
Lv. Sault Ste. Marie	3:30pm	
Ar. Mackinaw City	8:40pm	11:00am
G. W. HIBBARD, Gen. Pass. Agt., Marquette.		
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids		

### TRAVEL VIA F. & P. M. R. R.

AND STEAMSHIP LINES  
TO ALL POINTS IN MICHIGAN  
H. F. MOELLER, A. G. P. A.

## Are You Going

South?  
Then make the trip over the famous Queen & Crescent Route. Historic and scenic country en route, vestibuled trains that have no equal in the South, and the shortest journey possible. You save a hundred miles of travel to the most important Southern cities via the Queen & Crescent.

Write for information to W. C. Rinearson, Gen'l Pass'r Agent, Cincinnati, O.  
Send 10 cents for fine Art Colored Lithograph of Lookout Mountain and Chickamanga.

Established 1780.

## Walter Baker & Co. LTD.

Dorchester, Mass.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**  
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

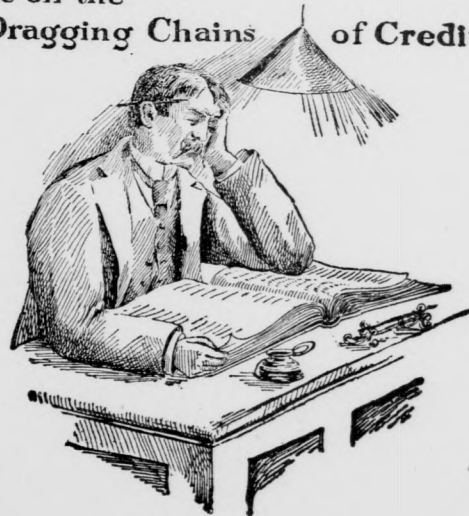
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,  
Dorchester, Mass.

# Begin the New Year Right.

Shake off the  
Dragging Chains  
of Credit



by abandoning the time-cursed credit system, with its losses and annoyance, and substituting therefor the

## Coupon Book System

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of Time.
- No Chance for Misunderstanding.

We are glad at any time to send a full line of sample books to any one applying for them.

## TRADESMAN COMPANY

GRAND RAPIDS.

Is there a merchant in this land,  
 Who does not need a helping hand?  
 Statistics show but ten per cent.  
 Of Grocery men on business bent  
 Have ever made the thing a go  
 On scales where losses would not show.

To use the oldest scales invented  
 And close your store at night contented,  
 And wonder why with every year,  
 A bare living only you can clear,  
 Will always keep you mystified  
 Until **Our System** you have tried.

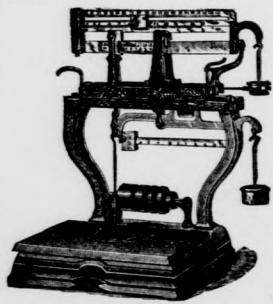


You don't realize what you have lost by an old method of weighing until **Our System** points it out to you.

The **Dayton Money Weight System** has found its way into nearly 30,000 stores in the United States alone.

DETAILS WILL INTEREST YOU. MAY WE SEND THEM?

## THE COMPUTING SCALE CO., DAYTON, OHIO.



## Most People

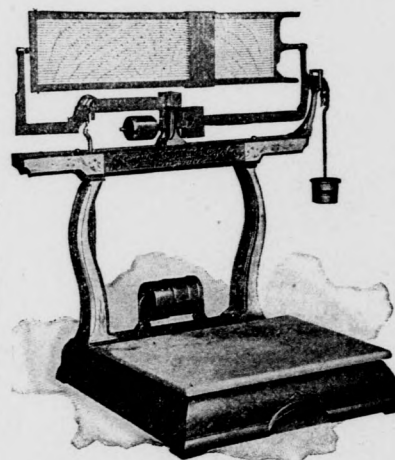
Know the value of personal contact in conducting business of any kind. An advertisement in the columns of the

## Michigan Tradesman

Is just like personal contact. In fact, it is better, for it brings you in intimate touch with so many more people. We are just like one large family—relying upon and helping each other. Want to come under our roof? Write us at

Grand Rapids

## THE STIMPSON COMPUTING SCALE



Is superior to all others for Simplicity, Accuracy and Finish. So say thousands of merchants all over this vast country. Sizes for all kinds of business. If not using one send for our new catalogue.

Stimpson Computing Scale Co.,  
 Elkhart, Ind.

R. P. BIGELOW, Owosso, Mich., State Agent.